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The American Perfumer

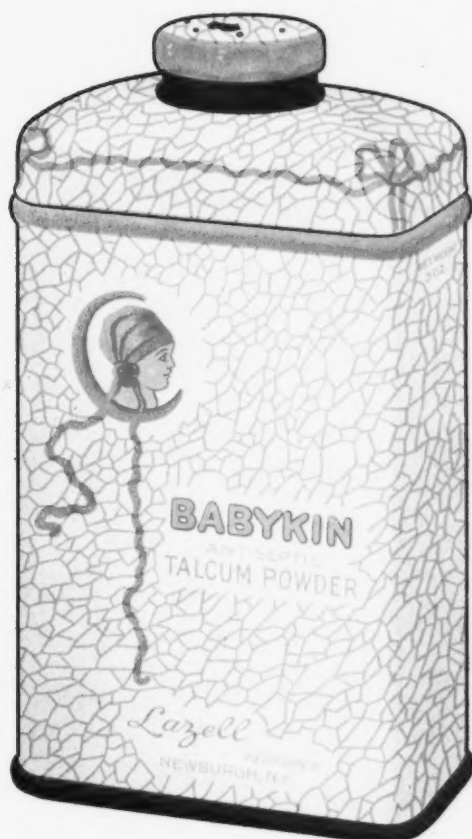
and Essential Oil Review

PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

SEPT. 1917

VOL. XII
NO. 7



(SEE PAGE 9)

AMERICAN CAN COMPANY

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NEW YORK

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and Essential Oil Review

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ONE DOLLAR A YEAR.
TEN CENTS A COPY.

NEW YORK, SEPTEMBER, 1917.

Vol. XII. No. 7.

THE AMERICAN PERFUMER
and ESSENTIAL OIL REVIEW
PUBLISHED MONTHLY.
PERFUMER PUBLISHING COMPANY
80 Maiden Lane.

LOUIS SPENCER LEVY, President and Treasurer, 80 Maiden Lane
EDWARD W. DREW, Secretary, New York

Entered as Second-class Matter March 22d, 1907, at the Post Office
at New York, N. Y., Under the Act of Congress of March 3d, 1879.

TERMS OF SUBSCRIPTION

The United States and Possessions.	\$ 1.00 A Year
Canada and Mexico.	1.50 " "
Foreign.	2.00 " "

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WAR TAX SITUATION AT WASHINGTON.

As we go to press, the War Revenue Tax Bill is in process of adjustment by a conference committee composed of members of both Houses. Accurate news of the deliberations is difficult to obtain, but the indications are that the Senate amendments on most of the important phases will stand. The bill still requires watching, and the officers and representatives of the Manufacturing Perfumers' Association, the Flavoring Extract Manufacturers' Association, the National Wholesale Druggists' Association and allied organizations are on the scene and working to prevent any unfavorable amendments to the bill as passed by the Senate. Strong pressure has been applied to leave the alcohol tax at its present normal rate on perfumery, extracts, toilet and medicinal preparations, etc., but defeat in the Senate makes the outlook dubious, although there are good reasons to hope for exemption.

Our Washington correspondent presents the following review of the situation:

WASHINGTON, September 17.—The War Revenue Bill is in a conference committee representing both branches of Congress, where efforts are being made with considerable success to adjust the differences between the Houses. A report on the bill from conference is expected within a week.

Already it is reported that the conferees have agreed tentatively on provisions to raise about \$1,200,000,000 revenue, including the adoption of the section of the bill relative to taxing alcoholic liquors virtually as it was revised by the Senate. If this report is correct, the revenue to be raised from this section will aggregate \$207,000,000, according to estimate, compared to \$151,000,000 as proposed in the liquor tax section of the bill as it passed the House.

According to another report, however, the liquor section has been passed over temporarily by the conferees. This may be technically correct, as the alleged agreement reported above was tentative. The conferees have agreed not to give out news concerning their deliberations, although some information is obtainable.

Persons in close touch with the perfumery, cosmetic, toilet preparation, flavoring extract, soap, drug, proprietary article, and medicine industries say there is good reason to hope that the House will accept the Senate amendments to the bill which provide for a 2 per cent. tax on the above-named articles. Relevant provisions of these sections of the bill as they passed the Senate, with Senate amendments indicated by italics and numbered in parenthesis, are as follows:

"(178) (b) Upon all perfumes, essences, extracts, toilet waters, cosmetics (179) *petroleum jellies*, hair oils, pomades, hair dressings, hair restoratives, hair dyes, tooth and mouth washes, dentrifices, tooth pastes, aromatic cachous, toilet soaps and powders, or any similar substance, article, or preparation by whatsoever name known or distinguished (180), *upon all of the above which are used or applied (181) or intended to be used or applied for toilet purposes*, and which are sold by the manufacturer, importer, or producer, a tax equivalent to (182) *two per centum of the price for which so sold*; and

"(183) (c) Upon all pills, tablets, powders, tinctures, troches or lozenges, sirups, medicinal cordials or bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters (except those taxed under section 314 of this act), essences, spirits, oils, and all medicinal preparations, compounds, or compositions whatsoever, the manufacturer or producer of which claims to have any private formula, secret, or occult art for making or preparing the same, or has or claims to have any exclusive right or title to the making or preparing the same, or which are prepared, uttered, vended, or exposed for sale under any letters patent, or trade-mark, or which, if prepared by any formula, published or unpublished, are held out or recommended to the public by the makers, venders, or proprietors thereof as proprietary medicines or medicinal proprietary articles or preparations, or as remedies or specifics for any disease, diseases, or affection whatever affecting the human or animal body, and which are sold by the manufacturer, producer, or importer, a tax equivalent to (185) *two per centum of the price for which so sold*."

One of the most interesting questions to be threshed out in the conference committee is that of applying different rates of tax to alcohol or distilled spirits used industrially and used for beverage purposes. The revenue bill as it passed the House made no distinction in the tax with regard to the purpose for which alcohol is made. The Senate, however, decided that the tax should be \$2.20 per gallon on spirits for industrial purposes, etc., but that spirits for beverage purposes should pay a dollar more tax.

This scheme is understood to be acceptable to the perfume and related trades and to various other industries which use alcohol largely for manufacturing purposes, but naturally it does not appeal to the beverage spirits people. They are fighting the proposed high tax of \$3.20 per gallon on beverage spirits, pointing out that it is 60 cents more than the British tax on spirits, which has been considered high by the trade. This does not worry the Prohibitionists, who say that the tax cannot be too high to suit them.

The Prohibition forces, by the way, will be the ultimate judges of the fate of an amendment inserted in the War Revenue Bill on the floor of the Senate which would have the effect of permitting the mailing of matter advertising alcohol into "dry" territory. The use of the mails for this purpose was denied by the so-called Jones-Reed amendment passed in the last Congress. It is proposed to permit the use of the mails to correspondence and advertising pertaining to the sale of alcohol, by the Senate amendment to the War Revenue Bill. Such use of the mails, however, would be restricted to matter pertaining to alcohol or spirits for industrial, mechanical, governmental, manufacturing, scientific and sacramental purposes. This Senate amendment, which is in conference, is similar to Senator Broussard's bill. The Senate amendment follows:

"(313) Sec. 1102. That section five of the Act approved March 3, 1917, entitled 'An Act making appropriations for the Post Office Department for the year ending June 30, 1918,' shall not be construed to apply to ethyl alcohol for governmental, scientific, medicinal, mechanical, manufacturing and industrial purposes, and the Postmaster General shall prescribe suitable rules and regulations to carry into effect this proviso in connection with the Act of which it is amendatory, nor shall said section be held to prohibit the use of the mails by

regularly ordained ministers of religion, or by officers of regularly established churches, for ordering bona fide wines for sacramental uses, or by manufacturers and dealers for quoting and billing such wines for such purposes only."

Naturally members of Congress who realize the necessities of industry, trade and commerce are inclined to favor this amendment, but Prohibitionists, who are in a majority, may not be willing to make this concession, although it is believed by some persons in touch with the situation that they will.

Another interesting amendment proposed in the Senate finance committee, but later stricken out of the War Revenue Bill, never reached the conference committee because it did not pass the Senate, having been withdrawn by the finance committee itself as a result of the protests it received against the proposition. That was the amendment that would have imposed excessive tax on perfumes, drugs, extracts, etc., in the stocks of dealers.

Senator New, of Indiana, had an amendment framed to meet the request of the druggists of the country providing for no increase over the present tax on alcohol for medicinal purposes. This was rejected, Senator Simmons explaining that the tax on such alcohol would be doubled under the Senate bill.

The Senate Revenue Bill contains the following, which went to conference:

"(42) That in addition to the tax under existing law there shall be levied and collected upon all perfumes hereafter imported into the United States containing distilled spirits, a tax of \$1.10 per wine gallon, and a proportionate tax at a like rate on all fractional parts of such wine gallon. Such tax shall be collected by the collector of customs and deposited as internal-revenue collections, under such rules and regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe."

There also went to conference the following, which is printed so as to show Senate changes:

"Sec. (48) 304. That upon all distilled spirits produced in or imported into the United States upon which the tax now imposed by law has been paid, and which, on the day this Act is (49) enacted, are held by a retailer in a quantity in excess of fifty gallons in the aggregate, or by any other person, corporation, partnership, or association in any quantity, and (50) which are intended for sale, there shall be levied, assessed, collected, and paid a tax of \$1.10 (51) (or, if intended for sale for beverage purposes, a tax of \$2.10) on each proof gallon (52), and a proportionate tax at a like rate on all fractional parts of such proof (53) gallon: *Provided*, That the tax on such distilled spirits in the custody of a court of bankruptcy in insolvency proceedings (54) on June first, nineteen hundred and seventeen, shall be paid by the person to whom the court delivers such distilled spirits at the time of such (55) delivery, to the extent that the amount thus delivered exceeds the fifty gallons hereinbefore provided."

Other Senate amendments sent to conference include authorization for an additional tax of \$1.10 per gallon on still wines, vermouth, liquors, cordials, artificial and imitation wines; for doubling the tax on champagne, sparkling wines and artificially carbonated wines; for \$1 per gallon tax on sweet wines and \$1 per gallon on grape brandy and wine spirits used in fortifying sweet wines.

The conference committee will also be called upon to decide the fate of the Senate amendment proposing taxing prepared sirups and extracts, as follows:

"If so sold for not more than \$1.25 per gallon, a tax of 3 cents per gallon; if so sold for more than \$1.25 and not more than \$2 per gallon, a tax of 4 cents per gallon; if so sold for more than \$2 and not more than \$3 per gallon, a tax of 6 cents per gallon; if so sold for more than \$3 and not

more than \$4 per gallon, a tax of 8 cents per gallon; and if so sold for more than \$4 per gallon, a tax of 12 cents per gallon."

Stamp taxes proposed in the bill now before the conference committee as passed by the Senate are as follows: Capital stock issue, 5 cents per \$100 face value; stock transfers, 2 cents per \$100 value; sales or exchange, 2 cents per \$100 or fraction; drafts and checks and notes, 2 cents per \$100 or fraction; conveyance or deed, 50 cents per \$500 value or fraction; entries, 25 cents to \$1, etc.

The following telegram reached us just before going to press:

WASHINGTON, Sept. 20.—No decision has been reached in the conference committee on the war revenue bill in regard to the tax on alcohol. The House conferees are understood to have suggested a rate of \$2.50 per gallon on alcohol for all purposes, except the usually exempted classes, as a compromise between the house flat rate of \$2.20 per gallon on spirits and the Senate rates of \$2.20 on alcohol for industrial, mechanical and manufacturing purposes, and \$3.20 on beverage spirits. It appears that the beverage spirits people object to the distinction between the purposes for which spirits are used in connection with the rate of taxation. They are said to believe that they can strengthen their cause if preference is given to alcohol for industrial purposes, and it is reported that they figure that if equality of taxation on spirits prevails they can get the industrial users of alcohol to help fight their battle against prohibition. There are all sorts of rumors going the rounds about the probable rate of tax on alcohol. They range from \$2.20 through \$2.50, \$2.75, \$2.90 and \$3 to \$3.20 per gallon. "You pay your money and take your choice."

The conferees have discussed the alcohol tax but have not decided upon it. It is thought not unlikely that they will postpone final action on this subject until the conference is about concluded, and will then fix the tax according to the amount of revenue that may be needed. It is reported that the manufacturers' tax on perfumes, toilet preparations, cosmetics, proprietary articles, etc., may be raised in the Conference Committee to four per cent. Naturally, the House conferees would rather have this rate as a compromise than the Senate rate of 2 per cent., compared with the original House rate of five per cent. However, it is learned that nothing definite has been done about the rate of tax on the articles mentioned. There is a lot of pulling and hauling going on between the two groups of conferees and nobody can tell where, when or how it will end. Each side is striving to gain the utmost it can. While the House conferees are reported to have suggested the four per cent. rate on toilet preparations, perfumes, etc., men in touch with the situation are hopeful that the Senate rate of 2 per cent. will ultimately prevail, though they admit they know nothing about what will be done.

OUR EXPORT AND IMPORT TRADE.

A Government summary of our foreign trade for the twelve months ending June 30 shows that the imports of perfumery, toilet goods, cosmetics and similar preparations made a distinct gain over the previous year. For the fiscal period ending in 1917 the imports reached \$3,806,699, as against \$3,105,906 in the corresponding previous twelve months. The imports of talc amounted to 34,303,043 pounds. No comparison is available, as previously talc was listed among "other articles." Vanilla beans dropped from 914,386 to 799,803 pounds.

In the preliminary summary of essential oils lemon only is given. This oil dropped from 543,857 pounds in 1916 to 440,735 pounds in the 1917 list. However, the other essential oil imports for 1917 show a gratifying gain, being approximately \$400,000 higher than in the preceding fiscal year. The exact figures are as follows: 1917, \$3,038,177; 1916, \$2,645,571.

CAMOUFLAGE.

The war has imported to us a new and useful word. It is "camouflage," which is the French equivalent for "putting up a bluff." In one way or another on occasions "camouflage" is a big help to all of us, says the *Confectioners' Journal*, most especially when trade is not what it should be, when we cannot get "help," make collections of money due or pay our current bills. It is of vital assistance in the great American game of poker, as you may be aware.

Camouflage is a sure remedy for the "blues." It requires considerable self-control to adopt it, but it makes the sun shine on the dark places of life. If, way down in your insides, you know that you are going to "keep a-going," do business, and settle your debts; that you are merely nervous over borrowing trouble, don't go running around telling your neighbors about it, for if the truth were told most any of them would be glad to swap conditions with you without asking questions. Anybody can smile when money comes in fast, but it takes a real man to look cheerful when it don't. Thank the French for "camouflage." It's a good thing to have in the office or in the house.

More significant than anything else was the increase in the exports of perfumeries, cosmetics and all toilet preparations. Despite war conditions the 1917 figure is \$3,618,604, as against \$2,903,063 in 1916. Exports of alcohol, including neutral or cologne spirits, amounted to 51,944,062 gallons, as against 24,443,243 gallons in the previous twelve months. Figures relating to soaps will be found in the Soap Section.

NEW BOOM FOR LIBERTY BONDS.

Calls to subscribe for the next issue of Liberty Bonds are almost due. At this writing it looks as if the campaign would begin October 1, or thereabouts. Secretary McAdoo has withheld the formal announcement pending the ratification of the War Tax Bill by Congress. Indications are that the interest rate will be 4 per cent., but even if it is at the previous rate of 3½ per cent., non-taxable, outside of patriotism the bonds will be a good investment. Our readers are so well informed upon this subject that advice would be superfluous. It is confidently predicted that the new issue will go through with greater zest and vim than did its predecessor, which was heavily oversubscribed.

An organization much larger and more extensive than that which, hastily constructed in the spring of this year, sold more than \$1,000,000,000 of the first Liberty Loan has been built up in preparation for the second Liberty Loan campaign in the New York Federal Reserve district as a result of the planning that has been quietly going on for weeks.

This fact became known when Arthur M. Anderson, of the bond department of J. P. Morgan & Co., who is executive secretary of the distribution committee, announced the selling plans for the coming Government bond campaign in this district. More than 300 committees, comprising thousands of workers, are in process of formation for the big task of selling the allotment of Liberty Loan bonds that will be apportioned to this district by the Secretary of the Treasury. In addition, the promise of co-operation of thousands of organizations throughout the district has already been obtained.

NEW YORK CORRECTS UNJUST RULING ON ALCOHOL SHIPMENTS.

The New York Legislature has passed and on August 30 Gov. Whitman signed a law nullifying the State Excise Commissioner's ruling against the shipment of alcohol into "dry" parts of the commonwealth, a condition to which we called attention several months ago.

The amendment is made to a sub-division of Section 30, Chapter 39, laws of 1909 and as enacted reads:

"The provision of this sub-division shall not be deemed to prohibit in any such town or city the possession of wine for sacramental purposes nor the possession by a duly licensed pharmacist of alcohol to be used as a preservative or solvent in the manufacture of drugs or medicine, nor the possession of alcohol necessary for any manufacturing process, nor to prohibit the delivery of such liquor in such town or city for such purposes or acceptance of such delivery."

The new law was made necessary by an arbitrary ruling of the Excise Commissioner that the revised excise law did not apply, in its "bone dry" provision to alcohol used for medicinal, industrial and sacramental purposes. He decreed that alcoholic liquors and alcohol, no matter for what purpose, could not be shipped into territory which had voted "dry" under the local option law, and the result of this ruling was that munitions factories, makers of flavoring extracts and pharmaceutical preparations, retail druggists, etc., could not obtain the distilled spirits necessary to conduct their business. This condition was complicated by the fact that the Excise Department notified railroads and express companies that they could not deliver such alcohol in dry territory without coming in contact with the law.

The Drug Trade Section of the New York Board of Trade and Transportation, and especially its secretary, William F. McConnell, are entitled to credit for causing the legislature to overrule the commissioner.

AMERICAN CHEMICAL SOCIETY.

Nearly 2,000 members attended the fifty-fifth meeting of the American Chemical Society, which was held in Boston this month. War-time demands and the progress of the chemical industry of this country because of them were the keynotes of the convention. The visitors were welcomed by President R. C. McLaurin of the Massachusetts Institute of Technology, Professor Julius Stieglitz, of the University of Chicago, and president of the chemical society replying. Many important papers were read and discussed.

Motion pictures formed a feature of the proceedings. One related to the soap industry and another set of reels to the manufacture of perfumes, the latter being entitled "The Spirit of the Flowers."

The list of exhibitors included the following: Chemical Company of America, Inc., J. H. Day Co., De Laval Separator Co., J. P. Devine Co., Diamond State Fibre Co., Elyria Enameled Products Co., Chas. F. Garrigues Co., Hooker Electrochemical Co., Kelly Filter Press Co., A. Klipstein & Co., Madero Bros., Inc., Marden, Orth & Hastings Co., Inc., Monsanto Chemical Works, National Aniline & Chemical Co., Niagara Alkali Works, Roessler & Hasslacher Chemical Co., Semet-Solvay Co., Sharples Specialty Co., Sowers Manufacturing Co., Swenson Evaporator Co., Van Dyk Co., Werner & Pfeleiderer Co., Zarembo Co.

AMERICAN PHARMACEUTICAL ASSOCIATION.

The sixty-fifth annual convention of the American Pharmaceutical Association, held in Indianapolis, beginning August 27, was marked by a strong constructive address by the president, Prof. Frederick A. Wulling. He urged the affiliation of all national, State, county and local associations into a union or federation and suggested as a starting point the organization of the entire body pharmaceutical into a great whole and the division of this into major divisions, each of which would help to safeguard all. President Wulling also urged the raising of one million dollars, half a million to be used in providing for a building and the other half to furnish an endowment for maintenance.

The treasurer's report showed current funds of \$16,000. It was voted to hold the 1918 meeting in Chicago. These new officers were installed:

President, Charles Holzhauser, of Newark, N. J.; first vice-president, A. R. L. Dohme, of Baltimore; second vice-president, L. A. Seltzer, of Detroit; third vice-president, T. J. Bradley, of Boston; secretary, W. B. Day, of Chicago; treasurer, H. M. Whelpley, of St. Louis; reporter on the practice of pharmacy, H. V. Arny, of New York; editor of the *Journal*, E. G. Eberle, of Philadelphia; members of the council, F. A. Wulling, of Minneapolis; G. M. Beringer, of Camden, and Jacob Diner, of New York.

Caswell A. Mayo, of New York, as chairman, submitted the report of the nominating committee and the following will be voted on in the mail referendum for 1918-19:

For President.—Julius A. Koch, Pittsburgh; L. A. Seltzer, Detroit; Charles H. LaWall, Philadelphia.

For First Vice-President.—F. W. Nitardy, Denver; E. A. Ruddiman, Nashville; Jacob Diner, New York.

For Second Vice-President.—Theodore J. Bradley, Boston; W. W. Stockberger, Washington; H. C. Christensen, Chicago.

For Third Vice-President.—Frank Schachleiter, Little Rock; L. C. Lewis, Tuskegee; Francis Hemm, St. Louis.

For Members of the Council.—Charles Holzhauser, Newark, N. J.; W. J. Teeters, Iowa City; C. B. Jordan, Lafayette, Ind.; C. A. Mayo, New York; R. A. Lyman, Lincoln, Neb.; Charles E. Caspari, St. Louis; O. F. Claus, St. Louis; George F. Payne, Atlanta; John C. Wallace, New Castle, Pa.

W. L. DeWoody, of Pine Bluff, Ark., was elected Honorary President for 1917-1918.

BUSINESS DISCUSSES WAR PROBLEMS.

Great problems which are presented to business men in these war times were discussed at the convention of American Business Men which was held under the auspices of the Chamber of Commerce of the United States at Atlantic City, September 18 to 21.

Group meetings were held on banking and finance under war conditions, upon foreign trade and foreign relations under the abnormal conditions arisen in connection with the war. Elaborate programs in detail were carried out and representative men in the various lines of business took part, while men high in the government gave advice and information.

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BABSON'S AUTUMN TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

"War Readjustment Nearing Completion—Regarding business this fall and even this coming winter, we are very optimistic. Just now, with so much talk about lower prices, increasing taxes and other radical measures, it is little wonder that many have been hesitating. Business, however, should remember that right now we are experiencing the most trying part of the readjustment which we have constantly said must take place. Soon we shall be established on a war footing, and annoying uncertainties will be removed. Merchants and manufacturers will then know what we count upon.

"Prices ought to be more stable than they have been for three years. Whatever may be said regarding drastic regulatory measures, the Government's chief aim now is to sustain production and keep the wheels of business turning more rapidly than they have ever turned before. Nothing will be done to stifle productive industry. On the other hand, fuel, transportation and other problems which are now so annoying to manufacturers will be alleviated.

"Speaking from a general standpoint, the \$10,000,000,000 or more which our Government plans to spend, should alone offset any slackening of industry caused by the war. Labor is bound to be fully employed at the highest wages in history. Our wage-earning classes, representing 75 per cent. of our total population, should have the greatest buying power ever known. With the President's wonderful reply to the Pope in every home, there should be no sorrow or misgiving as to the war.

"The above factors are the ones which will govern business during the next few months. But we can get a much longer range view. For over two years we have watched business activity pass all previous high records. Under ordinary circumstances, such an abnormal over-expansion in business would already have run itself out and we would now be in an area of depression. The war, of course, postpones such a reaction. By the law of equal and opposite reaction, however, eventually we shall have to make up for all of our present over-expansion.

"Some day there is coming a depression which will be very severe. The truth of this is well known to every careful student of business history. Therefore, while we urge business men to make the most of the present good business, they should not get over-extended, but be prepared for the reaction which eventually is coming. Avoid making costly plant extensions or incurring heavy fixed charges.

"Get the greatest possible output from the plant which you now have by increasing efficiency of your employees, economizing floor space and by similar means. That is, do not become so engrossed in present prosperity that you forget the larger trend of fundamental conditions.

"Caution to Buyers—We have recently seen the beginning of the Government's campaign to reduce the prices of necessities. Its effect already is clearly reflected by a substantial decline in the Babson Index. Still further recessions are likely to occur as the Government extends its activities of regulation. Insofar as the law of supply and demand have been responsible for high prices, we

OUR ADVERTISERS—XXXIII.

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80 Maiden Lane, New York, N. Y.

Gentlemen: We have been advertising in your paper ever since we started in business, some eight years ago. Whenever we had anything real interesting to say, we said it through "The American Perfumer," and the responses and inquiries that we received through these advertisements were so very satisfactory that we practically discontinued advertising in all other mediums. We feel that your paper covers the field better, and reaches more people such as we want to tell our story to, than any other in the field.

We certainly appreciate the service you have rendered us.

Yours very truly,

METAL PACKAGE CO.,

Alfred E. Bruns, Secy. & Gen. Mgr.

cannot hope to get relief by Government action, wherever artificial operations have been responsible, the present campaign should result in lower and far more stable prices for materials.

"Certainly this is no time for buyers of most domestic materials to stock up. In spite of the excellent work being done by the Railroads' War Board, unusual demands for cars incident to mobilization and crop moving is apparently going to bring about a critical situation. Firms especially which are dependent upon east-bound freight should make all possible preparations for such an event.

"Credit Conditions Fair this Fall—Except where trouble with deliveries is a factor, collections should be very good during the next few months. In England, the number of failures is now only about a third as great as in average pre-war times. Money for commercial purposes should be plentiful, and earnings should be good. Now, however, is the time to get lines of credit in hand while there is a good chance.

"Government Financing will Tighten Money—Even considering the broad, expansive powers of the Federal Reserve Banks, some strain in the banking situation is almost sure to accompany the coming issue of \$4,000,000,000 of Liberty Bonds. Federal Reserve Banks in the agricultural sections are faced with the problem of financing the bulk of crop-moving, while through the entire country the demand for commercial loans is attaining tremendous proportions. This is evidenced by the almost uninterrupted increase in loans of the New York banks. When the burden of engineering the new government issue is added, our banks, for the time being, will have about all they can do."

THE HOME OF SOLID PROSPERITY.

The great Liberty Bond drive of June last, one of the most notable financial events ever launched, did not, it would seem, prevent the steady onflow of American business. The banks, in all parts of the country, have continued to break monthly records for clearances. Notwithstanding our stupendous war preparations, the United States is, as one writer has said, "the brightest spot in the world today."—*Confectioners' Journal*.

AROMATIC CHEMICALS AND THE RELATION BETWEEN ODOR AND CONSTITUTION

By Dr. H. J. PRINS

Perfumes are taking a more important place in modern life than an outsider generally realizes; incredible quantities are used not only for handkerchief perfumes, but to cover a disagreeable odor or to produce an agreeable one. Non-perfumed soap is a rarity and even kinds which the layman takes to be absolutely free from any perfume are often provided with a little quantity of the same in order to neutralize the disagreeable odor of the starting product. Further, perfumes are applied to soap, tooth powder and pastes, shoe-creams, tobacco, bonbons, confectionery and allied articles, chocolate liqueurs, lemonades, etc.

In many respects the odor of an article asks for as much care as its color, and it may be said that perfumes belong to daily life to the same extent as colors do. The number of colors, however, which is handled in business is far greater than the number of aromatic chemicals, a circumstance attributed to the fact that among the many odorous organic compounds there are only a few deserving the name of aromatic chemicals.

In scientific researches there is much more attention paid to the color and eventually the dyestuff character of a new compound than to the odor, whereas the perfume character is never studied.

Add to this that the human nose is so much less developed than the eye and it is to be expected that an aromatic chemical may be known for several years before it is recognized as such.

It would be of special interest to the perfumery industry, if organic compounds were more thoroughly studied in this direction, many laboratories have an extensive collection of chemicals, with perhaps many valuable aromatics which only await the nose of the expert to be raised to their proper level. New aromatics gain their place not without considerable difficulties owing to the want of special experts able to estimate the perfumery value, although many among these compounds would certainly reward a study of their perfuming properties.

As a striking example it may be stated that phenylethyl alcohol, a product, known as far back as 1880, was suddenly recognized as an aromatic with a characteristic rose odor.....after it proved to be an essential constituent of the natural otto of rose! To illustrate how little expertly the smell is often treated, it is worth stating that in G. Cohn's "Die Riechstoffe," phenylethyl and cinnamic alcohols are described as having a scarcely perceptible odor, valueless for perfumery purposes.

The phenylethyl alcohol is a good example too for another characteristic property of many aromatics, viz., their extraordinary sensitivity to traces of impurities which often exercise such an influence on the proper odor that it is scarcely to be recognized. Pure to the nose is the condition that causes the most difficulties. This sensitivity is partly due to the fact that the nose has, in contradiction to the eye, only on a limited scale the faculty to harmonize; the nose is either too analytical or insufficiently synthetical. Our modern combinations

of colors are much more fantastic than those of fifty years ago; modern compositors claim a synthetic capacity of the ear far greater than the classical ones.

If properly educated and developed our nose would perhaps acquire this same property in regard to perfumes, giving a wider scope to the artistic talent of the perfumer.

What a happy prospect to the perfumer if this comes true! The chemistry of colors has moreover the effectual help of a theory that enables the chemist to determine with a fair amount of security in what direction he has to work in order to get a dyestuff, whereas no such theory is at the disposal of the perfumery-chemist.

Several years ago Zwaardemaker¹, and more recently Henning², have done many physiological and psychological researches about the smell. It is to be regretted that these researches are made with very complicated mixtures of aromatic bodies as i.e., essential oils instead of pure aromatic chemicals, as a result there are many objections to be raised against their conclusions. It is a well-known fact that mixtures make impressions upon the nose totally different from those of simple aromatics and the psychological as well as the physiological effects are not directly comparable. In the researches of Henning, this fact is not taken into consideration and his classification of odors is therefore rather fantastic, not to mention the fact that all these nose tests are made by persons totally unskilled in smelling. A special theory concerning the relation between the odor of a chemical compound and its constitution is not known, suggestions in this direction are made by Klimont³, Rupe and Majewski⁴. The latter design the group, giving the odor to a substance, by the name of osmophoric group, wherewith they suppose that the odor of a substance is caused by a group instead of a relation of groups as is in reality the case; it is therefore nearer to the truth to consider all groups as osmophoric ones, but of different strength.

They call attention to the great similarity in the odors of benzaldehyd, nitrobenzene and generally between the cyan-, aldehyd-, nitro-, and diazoamido group linked to the phenyl group. Marchand⁵ agrees with this and comes to the conclusion that the non-osmophoric part of the molecule determines the class of the odor; the particular shade or tinge is caused by the osmophoric group. In this way the similarity in the odor of benzaldehyd and acetophenon is explained, but it cannot be said that the odor of nitrobenzene and benzaldehyde are only different in shade.

The difficulty lies in the fact that the difference between "class" and "shade" can never exactly be stipulated, besides the theory does not take into consideration that the odor of a substance is produced by the so-called osmophoric as well as by the non-osmophoric ones. The phenyl

¹ Physiologie des Geselsch. Leipzig, 1895.

² Zeitsch. f. Psychologie 73.161 (1915); 74.305 (1916).

³ Die synthetische und isolierte Aromatica, Leipzig, 1899.

⁴ Ber. d. deutsch. chem. Geselsch. 33.3401.

⁵ Deutsche Parf. Ztg. 1. 232, 243, 287 (1915).

group for instance is considered as a non-osmophoric one, but a comparison of the following substances shows the osmophoric property of the phenyl group clearly enough. Diphenyl, diphenyloxyde, diphenylmethane and even diphenylamine have a similar odor. The odor of benzene derivatives will be similar inasmuch as the lateral groups are not too strong osmophoric to overrule the influence of the benzene nucleus.

The difference in odor between octyl alcohol, -aldehyde and -octylic acid shows clearly the relatively-weak osmophoric character of the alifatic hydrocarbon group.

Chemical homology goes parallel with homology of the odor, therefore, the similarity in odor of octylaldehyd, nonylaldehyd, decylaldehyd and octylalcohol, nonylalcohol, decylalcohol.

Alterations in the hydrocarbon part of an aromatic chemical has the more influence on the odor if this change has a great influence on the chemical character of the strongest osmophoric group. The difference in odor of lauraldehyd and methyl-nonylacetaldehyd illustrates this sufficiently.

The place of a double link in a compound is of importance to the chemical as well as to the osmophoric character of the typical group; it is well known that a double link in the immediate vicinity of the alcohol, aldehyd and carboxyl group has a considerable influence on its chemical character: thus a corresponding change in the odor may be expected; the greater the reciprocal chemical influence between the double or triple link and the characteristic group, the greater the influence on the odor.

Compare in this sense: decylaldehyd and undecylenealdehyd (double link on place 9-10), nonylaldehyd and 2-3 nonylenealdehyd, aethyloctylate and aethyloctinate (triple link on place 2-3), citronelal and citral and in the cyclic series: A ionone and B ionone.

There is a remarkable parallelism between the changes in the chemical properties of a group and the odor. From two changes in the constitution of a compound the odor will be affected mostly by the alteration that has the greater influence on the strongest osmophoric group. Homologism of the odor goes parallel with homologism of the chemical properties, i.e., in the series benzylacetate, -propionate butyrate, -valerianate, heptylate. Formic acid deviates from the rule of homologism like all first terms of homologueous series and this property shows itself clearly in the peculiar odor of all formates. The influence of the acid group is here much greater than that of the alcohol group, hence the similarity in odor of most esters of formic acid. The preponderance of the formic group is least in those esters which are derived from a strong osmophoric alcohol, such as borneol and menthol.

This parallelism between the chemical changes in the characteristic osmophoric part of a compound and the change in its odor, is the only feature of the relation between the odor and the constitution of an aromatic chemical that can be safely stated.

From this point of view each group is an osmophoric one, and it is only the relative difference in strength that determines the influence of the group on the odor.

Laboratories of the N. V. Polak & Schwarz's Essences-fabrieken, Zaandam, Holland, 1917.

Competitors Are Worth Studying.

Don't be afraid of your competitor. Learn from him. If he is doing enough business to be dangerous, he is worthy studying.—*Pacific Drug Review*.

CITRONELLA OIL IN BURMA.

(Consul Lucien Memminger, Madras, India.)

The American consulate at Madras has received a letter from a firm at Moulmein, Burma, India, stating that it desires to find a market in the United States for its citronella oil. Accompanying the letter was a circular giving interesting details concerning this comparatively new essential-oil industry. Extracts from the circular are quoted below:

It is not known with certainty when lemon grass was introduced into Burma, but credit for pioneering the industry in this district is undoubtedly due to two brothers, U Shway Thwin and the late U Hpaw, who, in 1912, realizing the facility of its cultivation and its promising future, laid the foundations of a new trade. Many others have since followed their example, with the result that there are now several estates in Amherst district producing this oil.

Early in 1914 Burma citronella oil was definitely recognized in the London market and was graded as equal to the Java oil. Three separate analyses of oil from this district were obtained through the courtesy of J. C. Umney, London, in 1913, showing, respectively, a geraniol content of 89.9, 94.7, and 90.1 per cent. In two of these analyses the odor was particularly commented on, and special reference was made to its close resemblance to the Java type of oil.

Distillation was conducted by means of copper-pot stills, which are procurable from certain manufacturers in England. The still itself is a large vessel of 100 gallons capacity, into which is fitted a perforated metal basket containing the grass. Before putting the grass into the basket it is chopped into small pieces with a chaff cutter. The object of chopping the grass is to hasten the distillation and at the same time to get as large a yield as possible from the grass. Before placing the basket containing the chopped grass in the still, the still is two-thirds filled with water. To facilitate the loading and unloading of the baskets into and from the still a differential pulley is erected over the still, which can be swung away from the still to the place where the chopped grass is stored. After the basket of grass is put in, the cover of the still is fitted on. In the center of this cover there is a hole to which is fitted a pipe which leads to a worm. This worm is contained in a condensing tank, which is kept filled with water. The still is heated by means of a furnace, which is usually fed with wood fuel. As soon as the water in the still boils the steam escapes through the pipe at the cover into the worm and condenses as soon as it meets that portion of the worm where the temperature is lower than that of the steam. The condensed liquid runs out of the end of the worm into a special receptacle, kept for the purpose, in the form of water and oil. The latter, being lighter, floats on the top of the water and is easily separated. After separation, the oil is poured into jars, where it settles, and the clear oil is then passed into drums for shipment to London or elsewhere. Some planters filter the oil after it has settled, but for commercial purposes this is unnecessary.

DENATURED COLOGNE SPIRITS IN RUSSIA.

The following formulas for denaturing grain alcohol for use in toilet waters, etc., have been authorized:

1—For "Toilet" Eau de Cologne.

1.0 per cent. oil of bergamot
0.3 per cent oil of lavender
0.2 per cent. oil of rosemary

2—For "flower" Eau de Cologne:

1.0 per cent oil of bergamot
Should also be colored

3—For miscellaneous toilet waters:

1.0 per cent oil of bergamot
0.1 per cent soap.

BARBERS' SUPPLY DEALERS' ANNUAL CONVENTION

Held in Chicago, August 14, 15 and 16, 1917.

OFFICERS FOR THE NEW YEAR.

President—BERNARD DeVRY, Evansville, Ind.
First Vice-Pres.—A. HALVERSON, Oklahoma City, Okla.
Second Vice-Pres.—JOHN WEIS, Nashville, Tenn.
Secretary—JOS. BYRNE, New York.
Executive Committee—FRED DALLE, Chicago; A. J. KRANK, St. Paul; FELIX LADWIG, Milwaukee; C. M. DICKSON, Sioux City.

The Fourteenth Annual Convention of the Barbers' Supply Dealers' Association was held in Chicago, August 14, 15 and 16, at the La Salle Hotel. President Bernard DeVry, of Evansville, Ind., presided and called to order the largest gathering ever assembled by the association.

In his address he emphasized the fact that the annual meetings are becoming more of a business-like character, affording members and others ample opportunity to make purchases.

Secretary Byrne and Treasurer Haas made their reports, which were received with enthusiasm, especial pleasure being caused by the report of thirty-eight new members.



BERNARD DE VRY

Considerable attention was given, of course, to the pending War Revenue Bill in Congress and many telegrams were sent urging the elimination of the proposed additional tax on alcohol and manufactured goods.

The social features were planned for the ladies, as the men spent most of their time at the meetings, save for an excursion on Lake Michigan, and the banquet.

On the recommendation of the nominating committee the officers and members of the executive committee were reelected.

PERFUMERY AND TOILET GOODS FOR SIAM.

(Vice Consul Carl C. Hansen, Bangkok)

Under the classification of perfumery and cosmetics are entered, at the Bangkok customs, all kinds of perfumes and scented toilet waters, face powders, talcum powders, tooth pastes and powders, shaving soaps and creams, cosmetics and lotions for the hair and face, and other scented toilet requisites, the declared import value of which was \$102,918 for the fiscal year ended March 31, 1916, \$80,980 for 1915, and \$158,695 for 1914, while the nominal net weight was given as 487,162, 313,905, and 379,102 pounds for the respective periods. Of the perfumery and cosmetics imported during 1916, \$28,559 worth came from the United Kingdom, \$25,076 from Japan, \$9,052 from France, \$7,582 from India, \$2,089 from the United States, and \$4,397 direct from other countries, while \$26,163 worth was transshipped through Singapore and Hongkong.

Numerous American toilet requisites have been successfully introduced into this market by traveling representatives who brought samples and took orders direct from the local dealers, and the demand for these articles has steadily increased from year to year. The import duty on goods of this class is 3 per cent ad valorem.

RIISING PRICES IN GLASS BOTTLE INDUSTRY

During the last month glass bottle manufacturers in South Jersey and elsewhere have been revising their cost tables to cover the advances in glass-blowing wages agreed upon at the Atlantic City conference, which closed August 6. This annual wage conference between the National Association of Glass Manufacturers and the Glass Blowers' Association, which is affiliated with the American Federation of Labor, sets wages for virtually all glass bottle workers in the United States and Canada, and as labor is the largest item of cost in bottle making, it can be seen that the determinations of this joint body have a far-reaching effect in the bottle trade.

At the conference increases of 15 per cent. were granted on virtually the entire hand-made bottle line, while on machine-made bottles 10 per cent. was agreed upon. This increase applies only to organized or union labor, which comprises 40 to 50 per cent. of the total employes in each plant. It is very probable that the unorganized labor in each plant will receive much higher advances, for it is from this unorganized labor that the greatest withdrawals will be made by the Government draft. This will necessitate bringing in men from other industries which have higher wage scales. Wages alone, it is predicted, will increase the cost of bottles next year not less than 8 to 10 per cent., depending upon their size.

A further increase, it is said, will be necessary to cover the increased cost of materials. Sand, which is the principal constituent of glass by weight, has increased at least 50 cents per ton since contracts were made in August, 1916. Soda ash, the heaviest material item in cost, although not in weight, is holding steady, but the price on long-term contracts is more than double what it was a few years ago, and all except a few manufacturers of bottles have exhausted their old contracts and are forced to use soda ash at the new prices. Lime, although used in smaller quantities, has increased in cost about 20 per cent. since August, 1916, and minor chemicals are holding steadily to a high scale of prices compared with previous years.

FUEL A HARD PROBLEM.

It is in fuel, however, that the bottle manufacturer faces his greatest advance. The facts are that glass manufacturers always contract for coal on the basis of their fiscal year, August, and last summer, when contracts were made, a good grade of three-quarter screened lump gas coal, which is the kind necessary for glass furnace use, sold at from \$1.40 to \$1.60 per ton of 2240 pounds f. o. b. the mines. Now it is almost impossible to get the coal people to make a contract for the year. The effect of the Government's latest pronouncement on coal prices remains to be seen. Freight rates to eastern territory have been advanced 15 cents per ton,

which must be added to the cost. No relief can be obtained from oil, as the market price of that commodity makes it a more expensive fuel for the glass manufacturer than the best grade of coal.

"Taking all these things into consideration," says a manufacturer, "it is evident that substantial advances must be made in the cost of bottles, and it is predicted that the selling price will be not less than 20 per cent. higher than last spring. It is also going to be difficult to persuade glass manufacturers to cover a buyer's requirements for a year without some saving clause which will provide for increased prices if costs increase, with probably an option allowing the buyer to cancel if this increase is not satisfactory. Virtually all material contracts are being made that way; and while the wages of organized labor are settled for a year the wages of unorganized labor are never settled and a manufacturer would be very foolish to tie himself up to an iron-bound contract to deliver glass for a year at a stated price when his items of cost are apt to fluctuate violently during that period."

LITTLE GLASS IN STOCK.

There has probably never been a year in the history of the business when the season ended with so little glass in manufacturers' warehouses as there was on July 31 this year, and so far as can be learned the volume of unfilled business on the books of the manufacturers is also the greatest ever known. With virtually all factories idle during the "August shut-down," some manufacturers have been unable to take orders for delivery less than sixty days ahead. During the coming year several new plants will become producers, but on the other hand several old-established plants are going to discontinue business, and after allowing for the shortage of labor, which is sure this autumn, the net gain in output will be negligible, while the demand will be much heavier.

Exports are well over the \$2,000,000 mark and are holding up, even with the prohibition of shipments into England. The demand for containers for the conservation of food has eclipsed that of all previous years. The Government has used an enormous quantity of bottles for pharmaceutical preparations for the soldiers, the sale of soft-drink bottles in dry states continues to grow and the introduction of substitutes for beer has already caused such a demand for bottles that several of business.

The largest glass bottle factory in the world, situated in St. Louis, is to make nothing but bottles of this character next year.—*Philadelphia Ledger*.

GINGEROL AND PARADOL.

E. K. Nelson, of the Bureau of Chemistry, at Washington, while engaged in research on the subject of gingerol, discovered that Dr. Lapworth, of Manchester, has made a study of gingerol, has isolated its pungent constituent, established its constitution and synthesized it. In the course of a lengthy paper contributed to the *Journal of the American Chemical Society*, Mr. Nelson says:

"The pungent principles of ginger and of grains of paradise (*amomum melegueta*) were first separated and studied by Thresh.

"Thresh describes both principles as pungent oils which possess the properties of phenols.

"To the pungent principle of ginger he assigned the

name "Gingerol" and to the similar principle in grains of paradise the name "Paradol." Neither substance was obtained in a state of purity, nor were any crystalline derivatives prepared from them.

"An investigation of gingerol was undertaken by Garnett and Grier.¹ They distilled the crude gingerol, obtained by extraction methods, under reduced pressure and obtained a pungent oil boiling at 235-240° at 18 mm. As there was evidence of some decomposition during the distillation, they did not feel assured that the distilled product was unchanged gingerol. However, its chemical behavior led them to think that it was probably the unchanged substance.

"Brooks, as a result of his work on the volatile oil of ginger, concluded that gingerol has no existence in fact. As Brooks attempted to get gingerol from the volatile oil, and as the pungent principle of ginger is not volatile with steam, it is not surprising that he failed to find it.

"It is evident that he overlooked the essential details of the work of Garnett and Grier, and that he was not aware of the work of Thresh on the subject.

"Thresh found that gingerol and paradol are very similar. Both are viscid, straw-colored oils, very pungent, reacting like phenols, and readily soluble in 50% alcohol, ether, chloroform and benzene. They are soluble in dilute solutions of sodium or potassium hydroxide, and are precipitated from their alkaline solutions by carbon dioxide. Both substances are moderately soluble in hot petroleum ether, from which they separate on cooling."

ETHYL ALCOHOL MADE FROM WOOD.

There is no reason for discriminating against ethyl alcohol made from wood in favor of that from grain or molasses, according to the government chemists of the Forest Products' Laboratory at Madison, Wis. The amount of impurities in commercial ethyl alcohol, they say, is very small, and the impurities are probably less objectionable when wood is used as a base than when grain or molasses is used.

The prejudice against the use for some purposes of ethyl alcohol made from wood is probably accounted for, the experts say, by a confusion with methyl or "wood" alcohol, which is poisonous. Both products are derived from wood, but are radically different. The ethyl, or grain alcohol, is made by reducing the wood to sawdust, treating the sawdust with an acid to produce chemical sugars, and converting the fermentable sugars into alcohol by fermentation, as in the case of grain or molasses. Wood alcohol, however, is obtained by condensing certain gases, which are liberated when the wood is heated in air-tight retorts, so that it decomposes without burning.

Ethyl alcohol has, it is stated, been commercially manufactured from wood for several years in this country. It is suitable for any use to which ethyl alcohol from any other base is put. Improvements on the processes which have been developed at the Forest Products' Laboratory, have made it possible to decrease the former cost of production.

Oil of Ravensava Aromatica.

The high plateaux of Madagascar are the home of the laurel, *Ravensava aromatica*, a stately tree whose leaves yield a large amount of essential oil. The wood yields no oil, but the leaf oil consists principally of a terpene boiling between 170 and 175 degrees. Only a small fraction passes over up to 270 degrees. By repeated distillation a fraction was obtained boiling between 172 and 173 degrees, which, after rectification over metallic sodium, yielded a fraction boiling at 171 degrees to 172 degrees, of specific gravity 0.8809 and refractive index 1.4616. The body appears to be a terpene, but has not been identified with any hitherto described terpene.

DECISION ON SIMILARITY OF TRADE-MARKS

Court of Appeals of the District of Columbia. Griggs, Cooper & Company vs. The Federal Coffee Mills Company. Decided April 9, 1917.

Trade-Marks—Similarity—"Home Pride," "Home," and "Home Brand."—A trade-mark consisting of the words "Home Pride" accompanied by a representation of a small boy sitting on a box, playing with toys, is so similar to the registered marks "Home" and "Home Brand," applied to the same goods, as to cause confusion, and registration should therefore be denied.

Mr. H. S. Knight for the appellant and Mr. George E. Tew for the appellee.

Shepard, C. J.—The Federal Coffee Mills Company applied to register a trade-mark consisting of the words "Home Pride," with the representation of a small boy sitting on a box, playing with toys. This mark is alleged to have been continuously used in the business of The Federal Coffee Mills Company since October, 1913. Griggs, Cooper & Company filed an opposition, and The Federal Coffee Mills Company filed a motion to dismiss it on the ground, among others, that it does not appear that the opposer has any valid title to the registered mark of Henry A. Frey & Co. The motion was denied and the opposer answered.

It appears from the stipulation that Henry A. Frey & Co., a Philadelphia firm, adopted the trade-mark for coffee and registered the same March 29, 1892, and commenced marking coffee with said label, that on about June 9, 1900, Henry A. Frey & Co. assigned to Griggs, Cooper & Company the exclusive right to use the said mark as a trade-mark for coffee within and throughout certain restricted territory of the United States—to wit, the States of Minnesota, Wisconsin, North Dakota, South Dakota and Montana. Afterward the said firm of Griggs, Cooper & Company became incorporated, and the business was transferred to them. It further appears that opposer or its predecessors adopted and used as trade-marks for other descriptions of goods the marks owned by the said firm of Griggs, Cooper & Company, and further on September 11, 1906, the opposer registered the word "Home" as a trade-mark for coffee and used the same.

The Commissioner of Patents refused to dismiss the opposition, based on the ground that Griggs, Cooper & Company were not owners of the trade-mark, but mere licensees in certain States.

It is not necessary to consider the question because it appears from the stipulation that in 1906 Griggs, Cooper & Company applied for and registered the name "Home" as a trade-mark for coffee. It may be presumed that this registration was with the consent of Henry A. Frey & Co., and it is probable that this is now the trade-mark of Griggs, Cooper & Company by concession or some other means on the part of Henry A. Frey & Co., who have never protested the registration. Assuming, then, that Griggs, Cooper & Company had lawfully registered the mark "Home" or "Home Brand," as it was also registered, they are entitled to make this opposition. The word "Home" is the distinctive mark of this title and has been used by Griggs, Cooper & Company in the sale of their coffee and tea. We think there is no question but

that the words "Home Pride," used upon coffee, would produce confusion.

The following cases sustain the proposition: Schoenhofen Co. vs. Maltine Co. (134 O. G., 1805; 30 App. D. C., 340); Barghels Mfg. Co. vs. United Lace & Braid Mfg. Co. (215 O. G., 667; 43 App. D. C., 200); Lang vs. Green River Distilling Co. (148 O. G., 280; 33 App. D. C., 506); Nafziger vs. Schulze Baking Company (present term); Griggs, Cooper & Co. vs. Erie Preserving Co. (131 Fed. Rep., 359); Gannert vs. Rupert (127 Fed. Rep., 962).

The decision is reversed, and the case will be certified to the Commissioner of Patents as required by law. Reversed.

FIRE PREVENTION A PUBLIC DUTY.

The National Board of Fire Underwriters, with headquarters at 76 William street, this city, has prepared for the Council of National Defense, and is mailing to a list of some 66,000 of the leading manufacturers of the United States a booklet of directions for the prevention of fire under the title of "Safeguarding Industry," together with a show-card of fire prevention rules for employees. In case any manufacturer should be overlooked or should fail to receive his copies, the board shall be glad to honor his request immediately and without expense. In this connection the board quotes President Wilson as follows:

"Preventable fire is more than a private misfortune. It is a public dereliction. At a time like this of emergency and of manifest necessity for the conservation of national resources, it is more than ever a matter of deep and pressing consequence that every means should be taken to prevent this evil."

FRENCH BARBERS AND THE WAR.

To cease shaving, because soap is becoming scarce, is what economists are urging in France, says a Paris correspondent. They estimate that a large amount of soap would be saved if barber shops were closed and all shaving soap were requisitioned for washing purposes only.

"The soldiers don't shave. Why, then, must civilians shave?" they ask, and they strengthen their statement by recalling that the word "poilu," the accepted term for a soldier, means "hairy one." The average soldier lets his mustache and whiskers grow rampant all over his face.

The Barbers' Protective Association of Paris has done nothing as yet on the matter, as its members cannot believe that those who are urging the prohibition of shaving are in earnest. But every day one newspaper or another publishes a letter from some reader indorsing the proposal to bar the use of razors.

A Sweet Revenge.

"I sent my present to Nellie Slyboots when she was at her club, and I knew all the girls and fellows would gather around to see her open it."

"Why I thought you didn't like Nellie."

"I can't bear her. The present was a nice long hair switch."—*American Hairdresser.*



Flavoring Extract Section

OFFICIAL REPORT OF THE FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Since our August issue President F. P. Beers and Attorney Thomas E. Lannen have issued three official circulars to the members of the Flavoring Extract Manufacturers' Association of the United States.

Circular No. 61, dated September 1, deals at length with War tax legislation at Washington, and comments on Senator New's amendment to exempt from extra tax any alcohol used for medicinal or industrial purposes. The amendment would leave the alcohol tax at \$1.10 a gallon for flavoring extract manufacturers. Attention also is given to Senator Broussard's bill to exempt alcohol used for all except beverage purposes from the operation of the Reed Law, as construed by the Post Office Department.

The latest information as to these measures will be found in our Washington correspondence on page 191 and subsequent pages.

This circular gives a full list of officers elected at the recent annual convention in Chicago, together with a list of special and state committeemen. These lists we have published in previous issues.

Circular No. 62 deals with the new Federal Child Labor law, and contains Attorney Lannen's views regarding various phases of the statute. It also gives the text of the law and of the rules and regulations under which it is being enforced.

Circular No. 63 is a hurry-up call to the members to exert pressure on the Conference Committee of Congress to obtain exemption from the proposed additional \$1.10 tax on alcohol. Prompt action is urged.

The minutes of the eighth annual meeting of the association, held in Chicago, June 27-29, have been printed in a neatly bound volume and distributed to the members. The attorney of the organization writes in part as follows:

Editor AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW:

I desire to congratulate you upon the excellent manner in which these minutes have been gotten up. It seems to me that the printing of the minutes is a very fitting climax to one of the greatest conventions we have ever held. It seems to me that everything came off very satisfactorily from the start to the finish, and our members certainly should be pleased with the convention and the work accomplished at the same, and with the manner in which you have printed the proceedings.

THOMAS E. LANNEN.

Government statistics for the fiscal year ending June 30 show that the imports of vanilla beans into this country dropped from 914,386 pounds in 1916 to 799,803 pounds in the 1917 fiscal period.

FUTURE OF TERPENELESS EXTRACTS.*

By B. H. HARRISON.

There are so many men present who are so much better qualified than I to speak upon this subject that I hesitate to appear before you without making some sort of an apology for being here. Rather than attempt to state any facts which might appear at all new to those present, I will limit myself to a brief outline, with the hope of creating a full discussion from those who are better qualified to talk upon this subject.

Lemon being the most important of the terpeneless extracts, and as the principles and methods of manufacture are practically the same, a discussion of terpeneless lemon will serve of all such extracts. As those present are not interested to any considerable extent in terpeneless extracts for bottlers' use, and known as soluble extracts, it might be well to confine ourselves to terpeneless lemon for household flavoring purposes.

Circular No. 19 of the United States Department of Agriculture which defines Standards of Purity for Food Products reads:

"Lemon extract is the flavoring extract prepared from oil of lemon, or from lemon peel, or both, and contains not less than five (5) per cent. by volume of oil of lemon."

Terpeneless extract of lemon is the flavoring extract prepared by shaking oil of lemon with dilute alcohol, or by dissolving terpeneless oil of lemon, in dilute alcohol, and contains not less than two-tenths (0.2) per cent. by weight of citral derived from oil of lemon.

Terpeneless extract of lemon differs therefore from lemon extract in that it contains a smaller percentage of alcohol and contains in solution only a portion of the lemon oil.

Lemon oil, as we all know, is a complex substance consisting of hydro carbons, for the most part terpenes; and aldehydes; the most important hydro carbon being dextro limonene and the chief aldehydes citral and citronella. It is to the citral, citronella and other minor constituents that most authorities attribute the flavor of the oil, holding that the terpenes are flavorless. If, therefore, we can extract all of the flavoring substances from the oil by means of fifty per cent. alcohol, and it requires ninety-five per cent. alcohol to dissolve the entire oil, we have effected a considerable saving in alcohol. With the present high cost of alcohol and the possibility of an increased tax amounting to about two dollars and ten cents an actual gallon, this would mean a considerable saving to the extract manufacturers in their manufacturing cost without decreasing the quality of their product. If economies can be effected without decreasing the quality, it would seem that they should be seriously considered at this time. The real questions then become:

Is a terpeneless extract of lemon of equal quality to a lemon extract?

Can real economies be affected by adopting such extracts?

If we take a quantity of lemon oil equivalent to the amount we would use in producing a lemon extract, and attempt to wash out all the flavoring ingredients, so as to leave nothing but a flavorless terpene, we immediately encounter a great many difficulties, and unless extreme care

*Paper read at the Eighth Annual Convention of the Flavoring Extract Manufacturers' Association.

is taken, the product will be inferior in strength and fall short of the two-tenths of one per cent. citral content required by the national law. If we attempt to use terpeneless lemon oil in making the extract, we find a large range in the qualities of terpeneless oils and most manufacturers agree that the extract so produced does not equal in quality one made from the pure oil, and attribute the cause to the methods employed in producing the terpeneless oil. However, if we use a larger percentage of pure lemon oil than five per cent. and are careful in our manufacture, we can produce a terpeneless extract which is satisfactory.

Having produced the satisfactory product, our real problem begins—that of marketing it. The pure food laws, pure food officials and our own members have educated the consumer to look for the words "Pure Lemon Extract" which, according to the present law, this new product could not be labeled. I believe that a large portion of the consumers to-day would look with suspicion on a product labeled "Terpeneless Extract of Lemon" and expect that they were being sold a compound or substitute for the real article. If, therefore, we are to replace pure lemon extract by terpeneless, concerted action must be taken by all manufacturers to educate the jobber, retailer and consumer to the value of this product.

When we consider the difficulties which would be encountered, it becomes an open question as to whether it would be economical in the end to adopt terpeneless extracts, especially when the increased tax on alcohol is an unsettled problem, and rather than draw any conclusions at this time, I leave this point for your discussion and consideration.

FLAVORING EXTRACT STANDARDS.

Following is an extract from the report of H. E. Barnard, chairman of Committee C on the Recommendations of Referees, as acted upon at the 1915 convention of the Association of Official Agricultural Chemists:

It is recommended—

(1) That the saponification method of Hortvet and West for methyl salicylate in wintergreen extract, approved by the association in 1914, be adopted as provisional.

Adopted.

(2) That the following method, devised by Hortvet and West, and described in the *Journal of Industrial and Engineering Chemistry*, volume 1, No. 1, be made provisional for anise and nutmeg extracts:

To 10 cc. extract in a Babcock milk flask add 1 cc. of hydrochloric acid (1:1), then sufficient half-saturated salt solution previously heated to 60°C. to fill the flask nearly to the neck. Cork and let stand in water at 60°C. for about 15 minutes, occasionally giving the flask a twisting motion, and centrifuge for 10 minutes at about 800 revolutions per minute. Add brine till the oil rises into the neck of the bottle, and again centrifuge for 10 minutes. If the separation is not satisfactory, or the liquid is not clear, cool to about 10°C. and centrifuge for an additional 10 minutes. Multiply the reading by 2 to obtain the percentage of oil by volume.

Adopted.

(3) That the following slight modification of the Howard-Mitchell method, which has been studied during the last two years, be now provisionally adopted for peppermint and spearmint extracts, and for the determination of oil in wintergreen extract:

Pipette 10 cc. of the extract into a Babcock milk bottle, add 1 cc. of carbon disulphate, mix thoroughly, then add 35 cc. of cold water and 1 cc. concentrated hydrochloric acid. Close the mouth of the bottle with the thumb, and shake vigorously, whirl the bottle in a centrifuge for six minutes and remove all but 3 or 4 cc. of the supernatant liquid, which should be practically clear, by means of a glass tube of small bore, and aspiration. Connect the stem of the bottle with a filter pump, immerse the bottle in water kept at approximately 70°C. for three minutes, removing from the bath every 15 seconds and shaking vigorously. Continue in the same manner for 45 seconds, using a boiling water bath. Remove from the bath and shake while cooling. Disconnect from the

suction and fill the bottle to the neck with saturated salt solution at room temperature, centrifuge for two minutes and read the volume of the separated oil from the top of the meniscus. Multiply the reading by 2 to obtain the percentage of oil by volume. In case of wintergreen, use as floating medium a mixture of 1 volume of concentrated sulphuric acid and 3 volumes of saturated sodium sulphate solution.

Differentiation Between Oil of Wintergreen and Methyl Salicylate.

With sulphuric acid, to which has been added a small amount of an alcoholic solution of heliotropine, oil of wintergreen leaves takes on a crimson color, changing to violet on the addition of alcohol. With methyl salicylate, the coloration which is immediately observed is due to the heliotropine, and not to the wintergreen oil. With sulphuric acid, to which has been added some aqueous solution of chloral, the oil gives a green coloration; methyl salicylate at first gives no color at all, but after a few minutes takes on a violet shade.

SODA WATER FLAVORS ASSOCIATION.

Thomas E. Lannen, of Chicago, secretary and attorney of the Association of National Manufacturers of Soda Water Flavors, since our last issue has sent circular letter to the members informing them regarding the Washington war tax legislative situation. He explains the scope of the Senate bill, and thanks the members for their co-operation in aiding in the defeat of the obnoxious "mixed" alcoholic tax provision.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

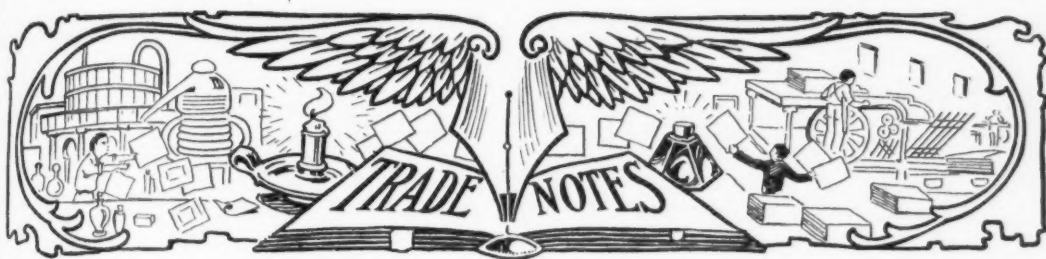
CANADA.

Vanilla Extract is the subject of Bulletin 369, of the Dominion Inland Revenue Department, at Ottawa. Chief Analyst A. McGill reports upon 125 samples of extracts purchased by inspectors in four months. The results follow: Found genuine, 53; artificial, 54; lost by breakage, 3; adjudged doubtful, 3; adjudged as adulterated, 12. In his report Mr. McGill says:

"While the Adulteration Act is primarily written to protect the consumer, the fact must not be overlooked, that it at the same time protects the honest manufacturer of a high class article, by requiring that inferior goods must be labelled in such a way as to properly inform the purchaser.

"It may be well to draw attention to a fact already pointed out in Bulletin No. 245; namely that alcohol is necessary in preparing an Extract of Vanilla, not so much to dissolve the vanillin, which is rendered more soluble by the presence of sugar, as in order to get the characteristic resins into solution. For this reason an extract cannot meet the requirements of a true vanilla bean extract unless it contains from 30 to 40 per cent. of alcohol. Samples containing notably more than 0.2 per cent of vanillin are presumably made with synthetic vanillin, or, are at least, fortified by addition of such vanillin.

"As a check upon the test for resins; or as a substitute for actual separation of the resin, some work has been in these laboratories upon estimation of the lead number; the color value of the extract, and determination of residual color after precipitation with lead, according to a method described in Bulletin No. 152 of the U. S. A. Department of Agriculture. Results obtained show that substantial help in judging the quality of Vanilla Extract may be got from these determinations."



Mr. F. H. Ungerer, vice-president of Ungerer & Co., New York, is back at his desk from an auto tour through New England. He was accompanied by Mrs. Ungerer and their young daughter. They spent some time at Lake Wentworth, N. H., fishing and catching fish.

The McCrillus Medical Co., manufacturer of extracts, spices, toilet specialties, etc., has moved into its new home at Crown Point, Indiana.

Emmet M. Kaylor, Jr., whose enlistment in the Aviation Corps we reported in July, has received a commission as lieutenant and will shortly leave for the front. The photo we print was taken a few days ago, and as Lieut. Kaylor will soon be flying at the battle front we are glad thus to distribute this souvenir to his many friends among the perfumers who join us in wishing him Godspeed.



LIEUT. EMMET M. KAYLOR, JR. Package Co., Brooklyn.

We hope for his safe return and on that happy day he will resume, if he wishes, his post as Eastern representative for the Metal

A new company organized in St. Louis, the Monsanto Chemical Works, bids fair to be a very important factor in the manufacture of chemicals. Approximately 100 acres of land in East St. Louis have been acquired. The original investment in buildings and grounds will reach \$1,500,000. The company intends to manufacture coal-tar products, which include dyes, synthetic perfumes and oils, besides drugs. The scope of the industry is shown by the amazing number of by-products of coal tar, which include ammonia, crude naphtha, benzene, toluene, benzoic acid, oil of mirbane, oil of bitter almonds for scenting soap and saccharine.

It also includes perfumes and flavors, such as oil of wintergreen, violet extract, vanilla extract, fluid extracts, benzole, aniline dyes, red ink, solvent naphtha, for dissolving rubber, waterproofing fabrics and extracting oil from seeds; burning naphtha, for automobiles and gas; pyridine, for denaturing alcohol; phenols, carbolic acid, creolin, salicylic acid, naphthaline or tar camphor, an insecticide; photographic developers, creosote, black varnish for metals, roofing pitch and asphalt substitutes.

Sentanel Remedies Co., Cincinnati, has moved its offices

from 501 Union Central Building, to the Masonic Temple, 304 Walnut street, that city.

Mr. Anthony Overton, of the Overton-Hygienic Mfg. Co., Chicago, was a recent visitor to New York City.

Mr. F. H. Sawyer has been employed in the Chicago branch of Geo. V. Gross & Co., New York, as assistant to Mr. Jos. DeLorme who is in charge of the branch. Mr. Sawyer was chemist for the Ward Chemical Co. for two years and is therefore well posted on raw materials.

Swindell Bros., Baltimore, Md., announce that they have purchased the Wightman Glass Corporation, Punxsutawney, Pa., to provide for an increased outfit in prescription and panel bottles, to take care of present orders.



CORP. HENRY PIERCE BRAWNER

Mr. H. O. Brawner, a member of the firm, was recently in New York to visit his younger son, Henry Pierce Brawner, Corporal in the 117th Trench Mortar Battery, now at Camp Mills, Long Island. His other son, Charles Swindell Brawner, is a volunteer in Battery A of the Maryland Field Artillery, and is a graduate of the officers' training camp, Plattsburg, N. Y. He is now in camp at Anniston, Ala.

The younger son has the distinction of being the youngest non-commissioned officer in the United States Army, we understand, and stood fourth in a class of 180 men who took the examinations. This young man is only 17 years of age, and volunteered soon after war was declared. The Editor had the pleasure of meeting him during a recent visit to Camp Mills, and can testify to his military bearing and enthusiasm, and to the regard in which he is held by his squad and the remainder of the battery.

Dr. Theodore Schulze-Berge, of the Textile Leather Co., has been drafted for service in the National Army and is now at Camp Upton, Yaphank, L. I. He is a brother of Mr. Paul Schulze-Berge, Jr., secretary of Heine & Co., New York.

Mr. Jos. B. Magnus, of Magnus, Mabec & Reynard, Inc., New York, has joined the Marine Corps, and already has achieved the rank of sergeant.

Perfumers who subscribed to the fund to provide ambulances for the American field service at the front in France will be interested to know that their contributions have been put to practical uses, as is shown by a letter which Mr. W. H. Ungerer has received from the "American Field Service In France, Service Automobile Americain, Aux Armees Francaises, Siege Central, 21 Rue Raynouard, Paris." The letter follows:

"PARIS, August 11, 1917.

"Mr. W. G. Ungerer, 273 Pearl Street, New York City.

"Dear Mr. Ungerer—I am writing to tell you that car No. 446, bearing the inscription 'American Perfumers' Ambulance No. 11,' is now at the front with S. S. U. No. 12.

"This is not a Ford Ambulance but a White two-ton truck, made exclusively to carry sitting cases and is probably the most essential part of the Section, as it has a capacity of twenty-two cases.

"Any further information that I can give you as regards this car, please consider me at your disposal.

"Sincerely yours,

"J. H. McFADDEN, JR."

Mr. Francis Deming Hoyt, Jr., of New York, and Miss Hazel H. Morgan of Burlington, Vt., were married on August 20 in the Cathedral of the Immaculate Conception in that city. Solemn high mass was celebrated by Father Gillis and the ceremony was largely attended by relatives and friends of the couple. The bridegroom is connected with the National Aniline & Chemical Company of New York, and the bride is a musician of great talent, having studied under noted tutors. For several years she has been organist at the cathedral. Mr. and Mrs. Hoyt went by automobile to Bretton Woods, N. H. They will reside at Dorchester, Mass.

The firm of Colgate & Co., which has its principal plant in Jersey City, is taking an active part in organizing the New Jersey State Manufacturers' Association.

Mr. William H. McGuffey, for 20 years in the traffic department of the Procter & Gamble Co., Cincinnati, with Mrs. McGuffey, recently sailed from a port on the Atlantic coast (not so very far from New York) for a port in France (from which they expect to go to Paris). Before leaving Cincinnati Mr. McGuffey's associates presented a splendid gold watch to him as a testimonial of their esteem. Mr. McGuffey will take up Y. M. C. A. work with the American troops on the war front and his estimable wife will do her share.

The perfume department of A. A. Vantine & Co., Inc., of which Mr. Walter Mueller is general manager, has been moved from Brooklyn to Queens Subway Building, 68 Hunterspoint avenue, Long Island City. "Four minutes from the Grand Central" station in Manhattan is one of the advantages derived in the change in location. The retail sales room will continue to be at Fifth avenue and Thirty-ninth street, New York.

Mr. C. G. Weiscopef, general manager of the Charlotte Drug Company, which deals in crude drugs at Charlotte, Mich., was a recent visitor to the New York trade.

Mr. and Mrs. Alfred E. Bruns spent their vacation this year at Lake Luzerne, N. Y., having motored from Brooklyn. Mr. Bruns is secretary and general manager of the Metal Package Company, Brooklyn, N. Y.

Mr. and Mrs. Warren E. Burns were guests at the White-face Inn, Lake Placid, N. Y., where they enjoyed their vacation in golfing and motoring. Mr. Burns is vice president of Compagnie Morana, New York.

Mr. J. N. Limbert, the well known Philadelphia vanilla bean importer, has resumed his weekly business visits to New York. Mr. Limbert keeps in close touch with general conditions and frequently favors the Editor with an interesting chat about affairs in his much maligned home town.

Mr. J. E. Wolfe of the National Aniline and Chemical Company, Chicago, was a recent visitor to New York.

V. Vivaudou, Inc., New York, has just moved its manufacturing plant from 55 Fifth avenue to its new building at 418-426 West 25th street.

Mr. A. C. Wolmark, of the Wolmark Chemical Co., New York, spent the early part of this month in exploring the Catskill Mountains autoscopically. From pictorial proofs which he has sent to us it is evident that he thoroughly enjoyed the experience. There is one thing to be said about the Catskills, and that is that an expedition of discovery going there in September is not likely to encounter the icy troubles of a Peary in the Arctic region. In fact, the warmth of the residents and the joyousness of the atmosphere produced a situation, of which Mr. Wolmark has a perfectly good picture, suggesting a new way to make complexions without the aid of cosmetics. Just how this can be done is going to be a secret for the present. The inventors may wish to get a patent. And Mr. Wolmark surely would offer no "opposition."

Mr. William F. Kroneman, formerly of the American Petroleum Products Co. and the Oil Products Co., has become connected with Ralph L. Fuller & Co., Inc., 2 Rector street. He is manager of the firm's oil and wax department, which takes care of the domestic as well as the foreign trade.

Mr. Edward Trippe, the Philadelphia representative of Ungerer & Co., New York, took a day off early this month to celebrate the arrival of a daughter.

Mr. Ernest F. Curtz, of Madero Bros., Inc., 100 John street, New York, was married on Sept. 1 to Miss Elizabeth Bankson, of Erie, Pa.

Mr. and Mrs. Paul Schulze-Berge, Jr., have returned to Long Beach from a motor tour of New England and the Adirondacks. Mr. Schulze-Berge is secretary of Heine & Co., New York.

Mr. Edward Mallinckrodt, president of the Mallinckrodt Chemical Works, St. Louis, was in New York City recently on a business visit.

Master Carl Spilker has requested us to announce that on August 16 he established mundane headquarters with his parents, Mr. and Mrs. A. G. Spilker, 840 Clinton avenue, Oak Park, Ill. Mr. Spilker, Sr., is meeting all the expense through his income as Chicago representative for Ungerer & Co., New York, and the New England Collapsible Tube Company, New London, Conn.

Mr. J. A. Lamoureux has been elected president and Mr. R. E. Lamoureux, secretary and treasurer of the Royal Crown Company, manufacturer of perfumes and toilet preparations, Chicago. Mr. W. J. Kelley, formerly president, has sold his interest to the new officers.

Mr. A. L. van Ameringen, manager of the synthetic department of Polak & Schwarz, Zaandam, Holland, will sail for home shortly, on the *Nieuw Amsterdam*. He has braved the terrors of the danger zone to make a first-hand study of American conditions, and may soon return here if he can secure a further furlough from military duty.



A. L. VAN AMERINGEN

Mr. Chas. Semsey, Eastern representative for Geo. V. Gross & Co., essential oils etc., of New York, will shortly call on the trade in New England and New York State.

Mr. R. L. Gleason, Detroit, manager, is calling on the trade in the Middle West.

Mr. A. F. Kammer, manager of the New York office of the Carr-Lowrey Glass Co., Baltimore, Md., who is well known among the golfing perfumers as an expert at the game, added new laurels to his fame recently. On the links of the Fox Hills Golf Club, Staten Island, he turned the course in 66. The score was made in competition and will therefore be accepted as a record. The best previous record was 68, made by a professional. Par for the course is 75.

Mr. S. B. Penick of S. B. Penick & Co., Inc., New York City and Marion, N. C., is back in the metropolis after a tour of western cities, including St. Louis, Chicago, St. Paul and Minneapolis.

The name of the firm of Fleury & Co., manufacturers of perfumery, Santiago de Cuba, has been changed to Tapia & Rigol, S. en C. Messrs. Juan Rigol Panyella and Francisco Palau Rovira have been admitted to the firm. Messrs. Jose Agustin Tapia Consuegra and Juan Rigol Panyella will be the active members, with power to sign the company's signature. The silent partners are Messrs. Jose Fleury Arambarry and Francisco Paula Rovira.

Dr. Henry Kraemer has been chosen successor to the late Dr. Julius O. Schlotterbeck as professor of pharmacognosy of the College of Pharmacy of the University of Michigan. Dr. Kraemer has been for twenty years professor of botany and pharmacognosy at the Philadelphia College of Pharmacy. He has been the editor of the *American Journal of Pharmacy* for nearly twenty years, and is the author of several standard textbooks on botany and kindred subjects.

Papers have been filed showing the increase of the Compagnie Morana's capital stock from \$200,000 to \$400,000.

"Doris," in autumn colors, graces the September calendar issued by Van Dyk & Co., S. Isermann, secretary and treasurer, 4-6 Platt street, New York City.

Mr. Charles L. Senior, secretary of Florasynth Laboratories, Inc., 231 Pearl street, New York City, is now in Cuba. He is making a ten weeks' trip to nearby Latin-American manufacturing centers.

James S. Kirk Co., Chicago, has obtained an injunction restraining the city from tearing up or removing the switching track connecting with its factories in East North Water Street, Chicago. The injunction was granted by the Circuit Court, on the ground that the company was manufacturing materials for the United States and allied governments "essential to the successful prosecution of the war."

National Wholesale Druggists' Association's annual convention in Chicago, October 1 to 4, promises to be the largest it has ever held. Special cars will be run from New York City for the accommodation of the eastern members of the association.

The Liggett-Riker-Hegeman chain drug store system is invading New York's great cosmopolitan East Side. A building at Second avenue and Second street, Manhattan, is being extensively altered and will be ready for the public patronage about November 1.

The Davies-Young Co., engaged in the manufacture of soap at Dayton, Ohio, recently was treated to an elaborate write-up by one of the local papers, showing that the soap industry in Dayton is keeping up with the lively steps of progress observed elsewhere in the country.

The American Can Co. has declared its regular quarterly dividend of 1¾ per cent. and an additional dividend of 3½ per cent. on the back dividends on the preferred stock, payable October 1 to holders of record September 15.

Women have proved such efficient workers at Carney's Point powder plant that the du Pont Company has decided to take on a much larger force than was first intended. The General Chemical Company has sent several score of women from its New York plant to its establishment at Marcus Hook, to supplant young men who return to college or join the National Army.

The board of governors of the Insecticide and Disinfectant Manufacturers' Association will meet at the office of Mr. Benjamin M. Kaye, the secretary, 149 Broadway, this city, on Wednesday, September 5, at 3 p. m. At this meeting a new vice president and governor will be elected to fill the vacancy caused by the resignation of Mr. William H. Rose.

The third National Exposition of Chemical Industries which opens on September 24 in New York will occupy three floors of the Grand Central Palace and have about 350 exhibitors. It will cover all the ramifications of chemical industry, and men in every branch of industry will find therein the materials and machinery that they are using and can apply in their operations.

The opening addresses on September 24 will be by Dr. C. H. Herty, chairman, Exposition Advisory Committee and editor *Journal of Industrial & Engineering Chemistry*; Dr. Julius Stieglitz, president American Chemical Society; Dr. C. C. Fink, president American Electrochemical Society, and Dr. G. W. Thompson, president American Institute Chemical Engineers. Later there will be addresses by other prominent men. Motion pictures of the soap industry and the manufacture of perfumes will be exhibited. In fact an attractive program has been prepared for each day of the week.

BOOK REVIEWS.

PHARMACEUTICAL FORMULAS, by Mr. Peter MacEwan, for many years editor of *The Chemist and Druggist*, London. 1,010 pages and index; size 5 x 7.—This book is an excellent compilation of formulas selected chiefly from *The Chemist and Druggist*, and is of particular interest to makers of toilet preparations in that 397 pages are devoted to those products and to perfumers. The section on Synthetic Perfumes is more complete than in any other work in the English language, and was extended and revised by Mr. E. J. Parry, the well-known English authority.

A chapter of "Pharmaceutical Formulas," which has been of singular service to pharmacy is that devoted to Galenical and Medicinal Preparations, beginning on page 550 and extending to page 832—a book in itself.

Many new formulas are incorporated, especially of preparations which are "known, admitted and approved remedies" in the sense of the Medicine Stamp Acts of Great Britain. It is desirable to note that "Pharmaceutical Formulas" was the first book officially approved by the Board of Inland Revenue (Great Britain and Ireland) as a well-known and recognized book reference to formulas of which is accepted as evidence that a medicinal preparation is a "known, admitted and approved remedy" exempt from medicine stamp-duty when sold in Great Britain by a privileged person.

Copies of this book may be obtained through this journal at \$3.50.

ALLEN'S COMMERCIAL ORGANIC ANALYSIS, Vol. IV., Fourth edition. Entirely rewritten. Edited by W. A. Davis, B. Sc., A. C. G. I. With index for all the volumes. Published 1917 by P. Blakiston's Son & Co., Philadelphia.—In this volume the articles in the preceding eight volumes are brought up to date by the original writers and by new contributors. The sections of special interest to our industries are: Fixed

Oils, Fats and Waxes, by C. Ainsworth Mitchell; Special Characters and Modes of Examining Fats, Oils and Waxes, by E. R. Bolton and Cecil Revis; Soaps, by J. R. Powell; Glycerol, by W. A. Davis; Resins, by E. J. Parry; Essential Oils, by E. J. Parry; Special Characteristics of Essential Oils, by E. J. Parry.

The entire set of Allen's work should be in every chemical laboratory, and we shall be glad to fill orders at \$5.00 per volume and to answer inquiries.

NEW PRICE LISTS, PUBLICATIONS, ETC.

GERHARD MENNEN CHEMICAL CO., Newark, N. J., sends us a copy of its general price list which went into effect September 1, showing the recent advances in Mennen's talcum powder and other products. Explanation is made that the increases are due to abnormal conditions in the raw material and metal markets. William G. Mennen, president of the company, discussed "Upward Price Revisions" in an interesting letter on page 164 of our August issue, and the new price list is a natural sequence.

SOLVAY PROCESS CO., Syracuse, N. Y., has issued a new edition of its Blue Book entitled "Solvay Alkali," owing to the popularity of the preceding edition as a ready reference book. The book deals with the various forms and uses of alkali and contains notes on alkalimetry and various chemical and commercial tables useful to the consumer.

CEDAR CHEMICAL CO., Baltimore, Md., sends us a price list of Sani-Fan, a deodorizer which it manufactures.

ARABOL MFG. CO., 100 William street, New York, in its September announcement, likens its adhesive products to the patriots who are selected for the new National Army. "Arabol products are never slackers," the company proclaims in urging the advantages of tinnol and its other specialties.

NEW INCORPORATIONS.

International Refining Co., San Antonio, Texas, to refine vegetable and nut oil, compound lard, soap and mixed feed. \$75,000 capital stock, has been incorporated by T. A. Coleman, Charles Dubose and J. W. Ruwe, Texas.

Hixon Soap Co., Pasadena, Cal., \$1,000 capital stock, has been incorporated by Charles J. Hixon, H. B. Warriner and F. E. Warriner.

Gillette Safety Razor Co., to make, sell and deal in safety razors, etc., \$25,000,000 capital stock, has been incorporated in Delaware by N. J. MacGaffin, Boston; J. E. Manter, Portland, Me.; C. M. Egner, Elkton, Md.

E. A. Welters Tooth Powder Co., St. Augustine, Fla., \$5,000 capital stock, has been incorporated by L. A. Howell, president; John R. Scott, Jr., vice-president; E. A. Welters, secretary; W. M. Martin, treasurer.

Kraemer Essential Oil Co., Junction City, Ky., has been incorporated to manufacture oil of sassafras and other products by C. Kraemer, E. H. DeMoss, and Oscar A. Paul.

United Oil & Chemical Corporation, oils, greases, chemicals, etc., has been formed under the laws of Delaware with a capital stock of \$2,000,000 by F. A. Armstrong, C. M. Egner, W. S. Randall, Wilmington, Del.

Chamberlain's Ltd., Des Moines, Iowa, drugs, medicines, extracts, etc., \$50,000 capital stock, has been incorporated by D. S. Chamberlain, president, W. A. Peairs, vice-president, and Lowell Chamberlain, treasurer.

OBITUARY.

Announcement is made of the death of Second Lieutenant Alfred John Bush, eldest son of Alfred W. Bush, one of the controlling directors of W. J. Bush & Co., Ltd., London. The young man, who was only in his 23d year, was killed in action on July 31 in the vicinity of Ypres. Lieutenant Bush obtained his commission in the Lincolnshire Regiment a year ago and since last December had been in many severe engagements. Previous to joining the colors he had devoted his time to the synthetic chemical industry and had endeared himself to everybody in the Bush plant. One of his brothers, Hamilton

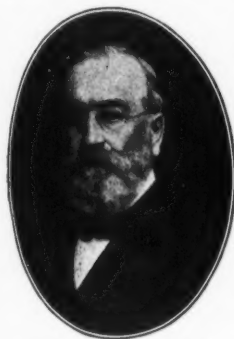


LIEUT. A. J. BUSH.

Bush, was wounded in battle and is now recovering, being assigned to light duty. General sympathy has been given to Mr. and Mrs. A. W. Bush in their bereavement.

George Mann Olcott

George Mann Olcott, president of the Dodge & Olcott Co. and a conspicuous figure in the drug and essential oil business for more than half a century, died on September 14 at his country home at Ridgefield, Conn. Mr. Olcott was born in Brooklyn, August 23, 1835, son of Charles M. Olcott who in 1832 founded the firm of Olcott & McKesson, afterward McKesson & Robbins.



GEORGE MANN OLCOTT.

Mr. Olcott was educated in Brooklyn and New York schools and began in business as a clerk with Osgood & Jennings, wholesale druggists, in 1851. In 1854 he went with Dodge & Colvill, importers, and was admitted to partnership two years later, the style of the firm changing to Dodge, Colvill & Olcott and subsequently to Dodge & Olcott. He became the senior member of the latter firm in 1891 and president of the Dodge & Olcott Co. upon its incorporation in 1905.

Mr. Olcott was president of the old Phenix Chemical Works, for years active in the directorates of the Lloyd's Plate Glass Insurance Co., the Market & Fulton National Bank, the Federal Insurance Co., the Franklin Trust Co. of Brooklyn and other institutions, and up to the time of his death was president of the First National Bank of Ridgefield, Conn.

He was a member of numerous art societies and social organizations and for years was president of the Hamilton and Rembrandt clubs of Brooklyn. He is survived by his wife and two daughters, Mrs. J. Arthur Booth of

New York City and Miss Mary Olcott. The funeral services were held at Ridgefield on September 17.

Mr. Olcott was widely honored and esteemed as a man of remarkably forceful character and most attractive personality. His illness was of long duration and for more than five years he had been totally blind, bearing his affliction with wonderful fortitude and philosophic resignation.

Obituary Note.

Mme. Hugues, mother of Mme. Emile Schlienger, Grasse, France, died August 5, 1917, at the age of 79. Mr. Schlienger is general manager of Bertrand Frères, who are represented in this country by Rockhill & Viotor, New York, N. Y.

IN MEMORIAM FOR DEPARTED FRIENDS.

CUMMINS, E. T., perfumer, Coalinga, Cal., September, 1912.

DAVIES, JOSEPH PIERCE, of the J. P. Davies Company, soaps, Dayton, Ohio, September, 1910.

EARLEY, THOMAS, soaps, September, 1908.

EASTMAN, ROBERT C., son of originator of Eastman's perfumes and perfumer for the Andrew Jergens Company, Cincinnati, September, 1908.

EAVENSON, WILLIAM J., of J. Eavenson & Sons, Philadelphia, soaps, September, 1908.

FAXON, FRANK A., of the Faxon & Gallagher Drug Company, Kansas City, Mo., September, 1912.

HANSON, STANLEY I., president of the Vanitabs Co., New York, formerly of Hanson-Jenks Co., September, 1916.

JAMES, JOSEPH C., of Dayton, O., long with Jones Bros., oil soaps manufacturers, September, 1916.

GOOD, JAMES, mechanical soaps, Philadelphia, September, 1910.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, Pa., September, 1913.

LEWKOWITSCH, DR. JULIUS, Ph.D., chemist, of London, England, September, 1913.

MERCK, DR. LOUIS, senior partner in the house of E. Merck, Darmstadt, Germany, September, 1913.

MEYER, JOHN FREDERICK WM., of Meyer Bros. Drug Company, St. Louis, Mo., September, 1910.

MOLLER, CHARLES A., manufacturer of flavoring extracts, Brooklyn, N. Y., September, 1915.

NEVINS, SAMUEL, talc, Philadelphia, Pa., September, 1910.

PEET, WILLIAM J., of the Peet Soap Manufacturing Company, Kansas City, September, 1910.

PINNEY, HOWARD GILLETTE, New York, special representative for A. H. Wirtz, and New England Collapsible Tube Company, September, 1914.

RAYNOR, JAMES BOWEN, Chicago, one of the founders of the Buck & Raynor chain of pharmacies, September, 1916.

STECHE, FREDERICK W., Cleveland, O., proprietor of Pompeian massage cream, September, 1917.

STOTZ, JOHN T., oil distiller, Broadheadsville, Pa., September, 1915.

WAMPOLE, HENRY, of H. K. Wampole & Co., September, 1906.

PATENTS AND TRADE MARKS

 Pat. 1238744	 89055	 96172	 101251	 101740	U-LAVO 102051	 102122
 102624	Shah of Persia 103731	 103597	 103757	Anida 104012	 104073	ARBOREA 102867
KIT 104176	DANDERINE 104195	DAKINE 104207	GLORITAL 104300	 104221	Ma-oze 104226	 102272
 104457	 104465	VD 104472	IMP-O-LINE 104939	VERNICE 104965	BREMA 105173	Nailoid 105182
					VAHRAT 104724	

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,

Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,238,744.—HOLDER FOR SHAVING-STICKS. Henry Auchincloss Colgate, West Orange, N. J. Filed April 24, 1917. Serial No. 164,159. (Cl. 206—56.)

1. In a container and holder for shaving-sticks, the combination of a tubular casing closed at one end and having a thread formed thereon at its opposite end; and a combined closure and holder, embodying a cap formed from a single piece of metal, cup-shaped in form and having an enlarged head with an exteriorly formed screw-thread next adjacent said head, and a cup-shaped member mounted in said cap the circumferential wall whereof is provided with a broad screw adapted to embed itself in the end of a stick of soap turned into said screw member, the upper edge of the cap being turned or spun inwardly over the upper edge of the cup-shaped member.

[Claims 2 to 5 not printed in the *Gazette*.]

1,239,618.—PARAFFIN POWDER AND PROCESS OF MAKING IT. August E. Nienstadt, Bensonhurst, N. Y. Filed Feb. 3, 1916. Serial No. 75,935. (Cl. 134—22.)

1. The process of producing paraffin in a finely divided state consisting in melting the paraffin, incorporating there-

with a solution containing a small quantity of an alkali stearate, stirring the mixture until cooled off, and removing the solvent of the stearate therefrom.

TRADE MARK REGISTRATIONS GRANTED.

118,300.—Soap.—James S. Kirk & Company, Chicago, Ill. Filed April 12, 1917. Serial No. 102,908. Published June 26, 1917.

118,308.—Certain Named Foods.—R. H. Macy & Co., New York, N. Y. Filed October 31, 1916. Serial No. 99,013. Published May 1, 1917.

118,165.—Scouring-Soap.—Domestic Soap Mfg. Co., New York and Long Island City, N. Y. Filed April 6, 1917. Serial No. 102,770. Published June 12, 1917.

118,193.—Soaps.—Interstate Chemical Company, Jersey City, N. J. Filed April 28, 1917. Serial No. 103,394. Published June 12, 1917.

118,194.—Olive-Oil.—Italian Products Distributing Co., Chicago, Ill. Filed May 14, 1917. Serial No. 103,786. Published June 19, 1917.

118,195.—Olive-Oil.—Italian Products Distributing Co., Chicago, Ill. Filed May 14, 1917. Serial No. 103,787. Published June 19, 1917.

118,202.—Soap.—James S. Kirk & Company, Chicago, Ill. Filed April 23, 1917. Serial No. 103,210. Published June 12, 1917.

118,215.—Coffee, Cinnamon, Tea, and Lemon Extract for Food-Flavoring Purposes.—Samuel M. Newmark, Los Angeles, Cal. Filed May 14, 1917. Serial No. 103,791. Published June 19, 1917.

118,218.—Shampoos.—Paris Fashion Company, Chicago, Ill. Filed March 23, 1917. Serial No. 102,387. Published May 22, 1917.

118,232.—Shaving-Creams.—A. Henriette Spilker, Oak Park, Ill. Filed May 29, 1916. Serial No. 95,537. Published June 12, 1917.

118,233.—Toilet Soap.—John T. Stanley Co., Inc., New York, N. Y. Filed April 25, 1917. Serial No. 103,307. Published June 12, 1917.

118,239.—Medicated Soap.—The Sydney Ross Co., New York, N. Y. Filed January 6, 1917. Serial No. 100,405. Published June 19, 1917.

118,385.—Hair-wash.—Cloutier & Jarvis, Claremont, N. H. Filed March 20, 1917. Serial No. 102,282. Published June 19, 1917.

118,397.—Face Rouge and Powder.—El Moro Co., Schenectady, N. Y. Filed August 31, 1915. Serial No. 88,923. Published November 23, 1915.

118,426.—Face-Powders.—Estate Henry C. Miner, Incorporated, New York, N. Y. Filed April 7, 1917. Serial No. 102,808. Published June 19, 1917.

- 118,456.—Shampoo Preparation.—John J. Wittwer, Sr., Seattle, Wash. Filed April 28, 1917. Serial No. 103,396. Published June 19, 1917.
 118,457.—Toilet Creams, Toilet Powders.—Frederick H. Young, Toledo, Ohio. Filed January 15, 1917. Serial No. 100,640. Published March 13, 1917.

TRADE MARK REGISTRATIONS RENEWED.

- 14,976.—Soap.—Joseph Crossfield & Sons; Joseph Crossfield & Sons, Limited, assignee, Warrington, county of Lancaster, England. Registered November 12, 1887. Renewed November 12, 1917.
 15,054.—Medicated Soaps, Pills, Ointments, Salves and Dental Preparations.—Ichthyol-Gesellschaft Cordes, Hermann & Company, Hamburg, Germany. Registered December 20, 1887. Renewed December 20, 1917.
 89,055.—Hijos de Ybarra, Seville, Spain. (Filed Sept. 7, 1915. Used since Dec. 24, 1909.)—Olive-oil.
 96,172.—Savon Chemical Co., Inc., New York, N. Y. (Filed June 26, 1916. Used since May 22, 1916.)—Semi-solid, liquid or pasty cleansing compositions.
 101,251.—Max Zimmer, San Francisco, Cal. (Filed Feb. 8, 1917. Used since Dec. 1, 1916.)—Hair-tonics.
 101,740.—Clarence C. Hay, Como, Miss. (Filed Feb. 27, 1917. Used since 1905.)—A hair-dressing.
 102,051.—Geo. H. Schafer & Co., Fort Madison, Wis. (Filed March 10, 1917. Used since March, 1913.)—A shaving cream.
 102,122.—William Hansbrough Morley, Austin, Tex. (Filed March 13, 1917. Used since Feb. 1, 1917.)—A purely vegetable soap.
 102,272.—Florence E. Williams, Savannah, Ga. (Filed March 19, 1917. Used since March 5, 1917.)—A pomade preparation for improving the hair.
 102,624.—James P. Mang, Brooklyn, N. Y. (Filed March 31, 1917. Used since Jan. 1, 1917.)—A hair- tonic in liquid form for external use.
 102,867.—Lundborg Co., New York, N. Y. (Filed April 10, 1917. Used since Dec., 1905.)—Perfume, toilet water, toilet creams, toilet powders and bath-salts.
 103,597.—Kintho Manufacturing Co., Buffalo, N. Y. (May 7, 1917. Used since Jan. 1, 1905.)—Preparation for the removal of freckles.
 103,731.—Crystal Soap Co., Milwaukee, Wis. (Filed May 12, 1917. Used since March 29, 1916.)—Toilet preparations, as follows: Toilet water, perfume, cold-cream, greaseless cream, face-powder, talcum powder, perfume tablets.
 103,757.—United Drug Company, Boston, Mass. (Filed May 12, 1917. Used since April 1, 1916.)—Cold cream, perfume, complexion powder, tooth paste, toilet water, cream of almonds, rose water and glycerin, lotion for use after shaving and talcum powder.
 104,012.—C. C. Merrill & Co., Cincinnati, O. (Filed May 22, 1917. Used since Nov. 9, 1915.)—Depilatory vanishing cream, cold cream, flesh cream, rolling or massage cream, complexion lotion, deodorizer, rice powder (Pour de Riz), face powder, powder compact and eyebrow pencils.
 104,073.—Bonser, Hayward & Booth, London, England. (Filed May 25, 1917. Used since April, 1917.)—Eau-de-Cologne.
 104,176.—Colgate & Co., Jersey City, N. J., and New York, N. Y. (Filed June 1, 1917. Used since May 25, 1917.)—Soaps.
 104,195.—Knowlton Danderine Co., Chicago, Ill., and Wheeling, W. Va. (Filed June 1, 1917. Used since or about July, 1896.)—Soap.
 104,207.—Albert E. Brown, Mobile, Ala. (Filed June 2, 1917. Used since April 22, 1917.)—An antiseptic wash.
 104,221.—George C. Krusen & Son, Philadelphia, Pa. (Filed June 2, 1917. Used since March 17, 1908.)—Soap.
 104,226.—Narco Company, Minneapolis, Minn. (Filed June 2, 1917. Used since Feb. 15, 1917.)—An antiseptic powder for use as a mouth wash, etc.
 104,300.—General Laboratories, Madison, Wis. (Filed June 6, 1917. Used since May 12, 1917.)—A disinfectant.
 104,457.—The Pompeian Mfg. Co., Cleveland, Ohio. (Filed June 15, 1917. Used since 1907.)—Rouge.
 104,465.—Conrad August Kruger, Jr., Hays, Kan. (Filed June 16, 1917. Used since May 31, 1917.)—Foot powders.
 104,483.—Victor de Cosmis, Hoboken, N. J. (Filed June 18, 1917. Used since June 2, 1917.)—Hair- tonic.
 104,724.—Basil Vahratoglou, Ithaca, N. Y. (Filed June 27, 1917. Used since June 10, 1917.)—Dandruff cure and hair tonic.
 104,939.—James H. Morris, Rosedale, Kan. (Filed July 9, 1917. Used since June 1, 1915.)—Linseed-oil, cottonseed oil, etc.
 104,865.—The Remiller Co., New York, N. Y. (Filed July 10, 1917. Used since Nov. 1, 1915.)—Soaps, liquid and cake form.
 105,173.—Melba Manufacturing Co., Chicago, Ill. (Filed July 21, 1917. Used since Jan. 1, 1917.)—Perfumes, toilet waters, toilet powders and cosmetics.
 105,182.—United Drug Co., Boston, Mass. (Filed July 21, 1917. Used since June 1, 1917.)—Preparations for use in removing cuticle around finger and toe-nails.

RECORD TRADE IN GUM CAMPHOR.

Indications point to a record-breaking trade in gum camphor during the fiscal year ending June 30, 1917. Already the arrivals of crude gum nearly equal and receipts of refined and synthetic camphor exceed by 1,155,000 pounds those for the complete year 1916. If there is no diminution, the imports of crude camphor gum into the United States in 1917 will approximate 5,400,000 pounds and of refined and synthetic 4,000,000 pounds, contrasted with 4,574,430 pounds of the former and 1,866,154 pounds of the latter in 1916—and both of these amounts were records in themselves. The value of the imports the fiscal year just ending is estimated at \$3,250,000.

Japan practically monopolizes the trade in both crude and refined gum. England has supplied 620,000 pounds of the current year's imports of refined, but this was foreign gum re-exported, as England produces no raw camphor.

American Trade Marks in Switzerland

Consul General F. B. Keene, at Zurich, reports that in order to protect trade-marks and inventions in Switzerland, American manufacturers must comply with the respective rules and regulations. A trade-mark must be registered, and the Swiss patent for a new invention must be applied for within one year of the date of the application in the United States.

Drawbacks on Extracts, Oils and Toilet Goods.

The Treasury Department has issued the following drawbacks: Lemon flavoring extract, Florasynth Laboratories, Inc., New York; flavoring extracts, Lamfiesta Flavoring Extract Co., Brooklyn, N. Y.; oil of bay, essential, refined, Magnus, Maybee & Reynard, New York; toilet articles, perfumes, toilet waters, John Block & Son, Inc., Chicago.

Oil Cast on Waters Troubles Bathers.

Another atrocity! Bathers at a southern seaside resort were recently surprised and disgusted to find themselves smothered with oil which had floated in from a torpedoed tanker.—*Oil, Paint and Color Trades Journal*.

Distilled Spirits Importation Ceased Sept. 9.

The Treasury Department sent notices to collectors of customs that the importation of distilled spirits was prohibited after September 9, 1917, and the order is being strictly enforced.

American Catalogues Wanted in Italy.

The American Chamber of Commerce for Italy, located at Via Victor Hugo No. 4, Milan, desires to obtain catalogues and price lists from American firms relating to all kinds of goods.

FOREIGN CORRESPONDENCE AND MARKET REPORT

ARABIA.

CIVET.—Consul A. E. Southard, at Aden, reports the export to the United States for the second quarter of 1917 of 4,505 ounces of civet, valued at \$5,502.

BULGARIA.

OTTO OF ROSE.—According to a report of the Central Meteorological Station at Sofia, which has recently been published by the Bulgarian press, the rose harvest has been of a very unsatisfactory nature. The flowers were of inferior quality, and yielded but little otto, and as the exportation of Bulgarian otto of rose has been restricted to the Central Empires almost entirely, the enormous quantities which were previously sent to the United States, France, Russia and England are now left on the producers' hands. Both the rose flowers and the otto of rose are therefore exceedingly cheap in Bulgaria, while labor is very expensive. Hence many cultivators have abandoned the rose industry entirely.

CANADA.

IMPORTS OF PERFUMERY.—According to provisional returns of the import trade of Canada for the year ending March 31, 1917, the total imports of spirituous perfumery material and toilet articles amounted to \$137,108, which shows an increase of \$34,000 over the corresponding previous twelve months. Imports from France amounted to well over half the total, being valued at \$81,052, while those from Great Britain amounted to \$12,871. The imports of non-alcoholic perfumery material and toilet preparations amounted to \$448,329, which shows a decrease from the amount of the previous year's imports. The imports of toilet soap from Great Britain were valued at \$53,122 (against \$64,200 in 1916), and the imports of this article from the United States increased from \$336,837 in 1916 to \$389,432 for 1917.

FRANCE.

ROSES.—The French Minister of Commerce, in reply to the requests of a deputation of Nice Members of Parliament, after consultation with the Finance Minister, has decided to allow Nice firms to import roses intended for the manufacture of perfume materials for one month. A recent decree having forbidden the importation of all fresh cut flowers, the Italian rose growers of Liguria, not wishing to lose their crops, signed contracts with the French perfumers in the Alpes Maritimes for the sale of rose leaves for distillation purposes, and a fair quantity of the leaves has been so treated.

FRENCH PERFUMES IN ITALY.—French exporters of essences are protesting energetically against the recent Italian decree prohibiting the importation of these goods, in which a steady trade has so far been done with Italy. Although Italian volatile oils or essences have been included by the French Government among those goods benefiting by the "prior favour rule, the Italian Government has not shown that spirit of reciprocity to which

(Continued on page 212)

THE MARKET.

Essential Oils, Aromatic Chemicals, etc.

Further sharp advances have taken place in practically all of the leading domestic essential oils within the past few weeks, owing to advancing labor costs, smaller yield brought about by the diversion of farm labor to other food products, and embargoes imposed against shipments to neutral nations in Europe. The outstanding feature of the situation has been a further precipitated jump in the spot quotations for oil of peppermint to a basis of \$3.25 to \$3.40 per pound as the result of unfavorable weather during the month of September and October. The ideas of growers of both spearmint and peppermint have become much stronger, and they have moreover pointed out that consumers have taken the incorrect angle on the situation inasmuch as they have consistently refrained from purchasing at a time when all signs pointed to the fact that this year's output would only be about 50 per cent of last year's.

The advancing tendency noted in rose products has become more general. There has been a further advance in the asking quotation for oil of African geranium amounting to 25 cents per pound brought about by scarcity, and the Bourbon and Turkish varieties have also advanced in sympathy. Genuine oil of rose Bulgarian is in scant supply and generally maintained on the basis of \$22.00@25.00 an ounce as to quantity. Patchouli is somewhat easier with offerings now noted down to \$24.00 per pound.

The situation in some of the foreign distilled oils which have long been scarce in the local market has not improved to any extent. There has been a sharp jump in the quotation for genuine mustard oil to a basis of \$28.00 per pound while cinnamon has advanced \$2.00 owing to increasing scarcity. It has become increasingly difficult to effect shipments of eucalyptus oil as well as anise and cassia oils from the East owing to the scarcity of tonnage as well as the steadily advancing prices for bullion which have increased exchange on China materially. It is notable that receipts of petit grain oil from Paraguay are increasing, but this has had no weakening influence on the market as yet.

Among aromatic or perfumery chemicals interest attaches to a decline in the quotations for phenylethyl acid to a basis of \$45.00 per pound and a reduction in chemically pure citral to \$3.25@3.40 per pound. Benzyl acetate was also easier with offers at \$5.50 while geranyl acetate could be bought for \$7.75@8.00.

Vanilla Beans.

Offerings of Mexican vanilla beans have been comparatively light within the interval due to the fact that old crop goods have been pretty well sold up. Purchases for the account of grocers who were operating on government orders have been comparatively heavy and this has brought out a marked curtailment in available spot supplies. The latest advices from Vera Cruz report a comparatively strong situation in the primary market with the definite advice that very little is obtainable in the way of whole beans. The coming crop of cut beans is marketed between November and February and the trade expects to see comparatively high prices at the settlements since the rise in the price of silver bullion has had quite an influence on the exchange situation.

The situation in Bourbon vanilla beans has become somewhat easier within the interval and there is now quite

(Continued on page 212)

(Quota

Almond

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Amber

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Anise

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Aspic

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Bay, Por

Bergamo

Birch

Bois de

Cade

Cajeput

Calamus

Camphor

Caraway

Cardamom

Carvol

Cassia

"

Cedar

"

Celery

Cinnamon

Citronel

"

Cloves

"

Copaiba

Coriander

Croton

Cubebs

Erigeron

Eucalypt

Fennel

Geranium

"

Ginger

Ginger

Guaiac

Hemlock

Juniper

"

Kananga

"

Lavender

"

"

Lemon

Lemon

Limes

"

Linaloe

Mace

Mustard

"

Neroli

"

Nutmeg

Opopon

Orange

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond Bitter, per lb. \$12.50-13.50	Orange, sweet, Italian..... 3.00-3.25	Cumarin, natural nom.
" F. P. A. 12.75-13.00	" sweet, W't Indian. 2.50-2.60	" artificial, domestic 19.00-20.00
" Artificial 5.00- 5.50	Origanum 22-50	" " foreign.. 19.00-20.00
" Sweet True95- 1.00	Orris Root, concrete, foreign (oz.) 5.15-6.00	Diphenylmethane nom.
" Peach-Kernel35- .38	Orris Root, concrete, domestic (oz.) 3.75-4.00	Diphenyloxide nom.
Amber, Crude nominal	Orris Root, absolute.. (oz.) 40.00-45.00	Ethyl Cinnamate nom.
" Rectified 1.65-1.75	Parsley 8.00	Eucalyptol 1.40-1.45
Anise 1.05-1.10	Patchouly, foreign 24.00-25.00	Eugenol 3.25-3.75
" Lead free 1.15-1.25	" domestic nominal	Geraniol, domestic..... 4.50-5.00
Aspic (Spike)80-1.40	Pennyroyal, American .. 1.65-1.75	" foreign 8.00-9.00
Bay, Porto Rico 2.30-2.50	" French 1.25-1.50	" from palma rosa. 5.50-6.00
Bergamot, 35-36% 6.00-6.25	Peppermint 3.25-3.40	Geranyl Acetate 7.75-8.00
Birch (Sweet) 2.25-2.50	" redistilled 3.45-3.60	Heliotropine, domestic.... 5.25-6.00
Bois de Rose, Femelle.... 3.75-4.00	Petit Grain, South American 3.50-3.75	" foreign nom.
Cade 1.00-1.15	" French 6.50-8.00	Indol, C. P. (oz.) nom.
Cajeput85-.90	Pimento 3.00-3.25	Iso-Butyl-Salicylate nom.
Calamus 3.50-3.75	Pine Needles 2.00	Iso-Eugenol 5.25
Camphor, Japanese, "white" 16-20	Rose 22.00-25.00	Linalol, from bois de rose 6.00-7.00
Caraway Seed 7.75- 8.00	" synthetic 2.50-2.75	Linalyl Acetate 10.00-12.00
Cardamom 27.50	Rosemary, French80-.90	" Benzoate nom.
Carvol 15.00	" Spanish60-.65	Methyl Anthranilate 32.00
Cassia, 75-80% Technical.. 1.35-1.40	Rue 4.00-4.50	" Cinnamate 7.25
" Lead Free 1.40-1.50	Sage 4.25	" Heptenone nom.
" Redistilled..... 1.85-2.00	Safrol 40-50	" Heptene Carbonate. nom.
Cedar Leaf95-1.10	Sandalwood, East India.. 11.00-11.25	" Paracresol 16.00
" Wood15-.20	" West India. 7.00	" Salicylate 75-90
Celery 20.00-22.00	Sassafras, artificial..... 28-30	Mirbane, rect. drums.... .22
Cinnamon, Ceylon 22.00	" natural 87½-90	Musk Ambrette nom.
Citronella, Ceylon56-.60	Savin 5.75-6.00	" Ketone nom.
" Java85-.90	Snake Root 8.50	" Xylene 14.00
Cloves, Zanzibar 2.40-2.45	Spearmint 3.25-3.50	Nonylic Alcohol..... nom.
" Bourbon 2.25- 2.50	Spruce 90-95	Phenylacetaldehyde 70.00
Copaiba 90-1.00	Tansy 2.25-2.50	Phenylethyl Alcohol 45.00
Coriander 14.00-15.00	Thyme, French, red..... 1.35-1.40	Phenylacetic Acid..... nom.
Croton 1.00-1.10	" white 1.50-1.65	Rhodinol, domestic 14.00-16.00
Cubebs 6.75-7.00	" Spanish, red..... 1.35-1.40	" foreign 18.00
Erigeron 1.75-1.85	Vetivert, Bourbon 12.00-15.00	Skatol, C. P. (oz.) nom.
Eucalyptus, Australian, 70% 70-75	" Indian 30.00-55.00	Terpineol, domestic..... 40-60
Fennel, Sweet 4.00-4.50	Wintergreen, (genuine gaultheria) 4.00-4.50	" foreign 1.25
Geranium, African 5.25-5.50	Wormseed 7.75	Terpinyl Acetate 2.75-3.00
" Bourbon 5.00-5.25	Wormwood 3.50-3.75	Thymol 17.00
" Turkish (palma rosa) 3.95-4.00	Ylang-Ylang, Bourbon.... 12.00-15.00	Vanilin 67-70
Ginger 8.00-8.25	" Manila 28.00-40.00	Violet, Artificial..... 7.50-12.00
Gingergrass 2.15		
Guaiaac (Wood) 6.00		
Hemlock 1.10		
Juniper Berries, twice rect. 16.00		
Kananga, Java 5.00-5.50		
" Rectified.... 5.50-5.65		
Lavender, English 25.00		
" Fleurs 5.35		
" Spanish80-.85		
Lemon 1.15-1.20		
Lemongrass 1.35-1.40		
Limes, distilled 2.75-2.85		
" expressed 6.50-6.75		
Linaloe 2.85-3.50		
Mace, distilled. 1.55		
Mustard, genuine 28.00		
" artificial 20.00		
Neroli, petale 60.00-80.00		
" artificial 18.00-20.00		
Nutmeg 1.50-1.60		
Opoponax 16.00		
Orange bitter 2.25-2.75		

AROMATIC CHEMICALS.

Acetophenone nominal.	
Amyl Salicylate, domestic. 2.75-3.00	
" " foreign.. 7.00-8.00	
Anethol 2.50-2.75	
Anisic Aldehyde 6.25-6.40	
Benzaldehyde, domestic.... 4.50-5.00	
" F. F. C., domestic..... 5.00-5.50	
Benzyl Acetate, domestic.. 5.50-6.50	
" " foreign.. nom.	
" Alcohol nom.	
" Benzoate 10.00-11.00	
Borneol 4.00	
Bornylacetate 4.50	
Bromostyrol nominal	
Cinnamic Acid nom.	
" Alcohol nom.	
" Aldehyde 3.50	
Citral 3.00-3.25	
" C. P. 3.25-3.40	
Citronellol, domestic..... 14.00-20.00	
" foreign 20.00-24.00	

BEANS.

Tonka Beans, Angostura.. .90-1.00	
" Para65-.70	
Vanilla Beans, Mexican... 5.00-6.50	
" " Cut 3.75-4.25	
" " Bourbon 2.25-3.25	
" " Tahiti 1.50-1.60	

SUNDRIES.

Ambergris, black... (oz.) 12.00-15.00	
" gray ... 25.00-28.00	
Chalk precipitated04½-.10	
Civet, horns (oz.) 2.25	
Cologne Spirit (gal.) 4.30-4.32	
Lanolin 50-75	
Menthol 3.00-3.10	
Musk, Cab., pods... (oz.) 8.00-10.00	
" " grains ... 15.00-20.00	
" Tonquin, pods. " 20.00-20.50	
" " grains ... 29.50-30.00	
Orris Root, Florentine, whole .16-.18	
" " powd. and gran. .19-.22	
Rice starch 24½	
Talc, Italian (ton) 35.00	
" French 15.00-22.00	
" Domestic 10.00-13.00	

THE MARKET.

(Continued from page 210)

a little irregularity on spot owing to the fact that some of the goods arriving here are not quite up to the standard owing to transportation difficulties resulting from the war. The position of South American beans has remained unaltered, offerings being comparatively light due to the shortage in the last crop. Tahiti beans are being held on the basis of \$1.50 for the green label and \$1.60 per pound for the white label and the general inquiry is reported better.

FOREIGN CORRESPONDENCE.

(Continued from page 210)

they were entitled, so that while essences of bergamot, citron, orange, mint, etc., continue to enter France as in the past at the low rate of fcs. 50 per 100 kilogs., the essences of anethol, geranium, lemon-grass, rosemary, and thyme, which Grasse firms used to send to Italy in large quantities, are now all stopped at the frontier. This is all the more to be regretted as the trade in natural French essences had made a brisk recovery. It is urged that steps be taken to bring about a more equitable state of affairs between the two countries.

NEROLI OIL.—A French correspondent writes that the crop of orange blossoms was delayed by the cold weather, which lasted until the end of April. The distillation, therefore, commenced about a fortnight later than usual. The crop and yield were inferior, especially since, owing to the scarcity of labor, all the flowers could not be gathered.

LAVENDER OIL.—The yield of lavender flowers this season has been very good, but the shortage of labor has far more than counterbalanced this gain. The difficulties of transport and the prohibitive price of coal also have caused the price of all the oil of good quality to advance. The oil is of excellent odor, and adulteration does not appear to be so rife as usual. Considerably higher prices are considered probable.

GREAT BRITAIN.

EMBARGO LIST.—The May 10 consolidated embargo list has been extended to include beeswax, vanillin, vanilla and vanilla pods.

INDIA.

DISTILLATION OF SANDALWOOD OIL.—Consul Lucien Memminger, Madras, says: A recent issue of the *Madras Mail* contained the following concerning the distillation of sandalwood oil in the Native State of Mysore, where the disposal of sandalwood is a Government monopoly: "The resuscitation of the demand for sandalwood by some American and Continental firms, which have undertaken the work of distilling sandal oil, and the success of the factory for a similar purpose established in Bangalore have resulted in rehabilitating the lucrative forest revenues of the Mysore State. The total revenue realized during the year was \$1,045,970, against \$758,350 in the year previous, the increase being due mainly to the revenue from sandalwood, which by sales and distillation produced a net profit to the State of \$502,872. Another sandal-oil distillation factory is to be established at Mysore. When both are developed to their full working capacity it is expected that the State will be able to absorb its entire output of sandalwood."

ITALY.

LEMON CROP IN EASTERN SICILY.—Consul Robertson Honey, Catania, reports the present crop of verdelli (summer lemon) will have been gathered and disposed of by the end of August or early September. It was a very forward crop and shipments began in May. The crop was a large one and exports were made to the United States, England, Switzerland, and France. The gathering of the new crop of lemons (1917-18) will begin in October and continue until April, 1918. In marked contrast to the verdelli crop, it is small indeed, although exact figures are not yet available. Great damage was caused to the blossoms not only by the weather but by worms as well. Thus far there is no demand for the new crop.

OLIVE OIL.—The entire Kingdom of Italy produced 1,292,200 metric tons of olives in 1916 as against 930,500 tons in 1915.

JAPAN.

EXPORTS.—Export of camphor from Kobe, Japan, to the United States in 1916 amounted to 2,214,547 pounds, valued at \$1,100,694, compared with exports in 1915 of 2,172,972 pounds the value of which was \$454,016. Of menthol crystals the exports to the United States from the same port were but 110,900 pounds, against 201,532 pounds in the preceding year.

CAMPOR OIL.—According to figures appearing in the *Board of Trade Journal*, the production of camphor oil in Japan for 1916-17 is estimated at 4,237,852 pounds, an increase of 275,976 pounds as compared with the actual yield in 1915-16; and the estimated production in Formosa is 10,332,379 pounds, or 1,249,153 pounds in excess of the actual yield in 1915-16.

SPAIN.

OLIVE OIL RESTRICTIONS.—The Spanish government by royal order published September 7 prohibited the exportation of all classes of olive oil excepting that already billed at point of origin for railway transportation and that invoiced for maritime shipment, both exceptions conforming to export requirements of a royal order reported August 13. Earlier embargo regulations for olive oil permitted the exportation of fine oils subject to certain conditions and fulfilling named standards of quality. An export duty of 40 pesetas per 100 kilos on fine olive oil was reported August 13.

OLIVE OIL.—Consul General Carl Bailey Hurst at Barcelona reports: The production of olives in Spain during 1916 amounted to 1,146,599 metric tons of 2,204.6 pounds each. Of the 1916 crop, 1,110,153 tons of olives went to the oil presses, yielding 207,115 tons of oil. The oil produced in 1915 was 326,108 tons, compared with 207,756 tons in 1914. The crop as a whole was better than expected from prevailing unfavorable weather conditions.

Consul Gracey at Seville says: Owing to the good crop of olives in 1916, the shipments of olive oil during 1916 were exceptionally large. In 1915, 179,271 gallons of olive oil were exported from Seville to the United States, valued at \$196,631. In 1916 the exports were 449,874 gallons, valued at \$506,574. The shipments during 1917 will probably be smaller in quantity, but the values will be high, as oil is now selling on the Seville market at about \$3.10 per 3.32 gallons, an advance of nearly 40 per cent.



CONDITIONS IN THE SOAP TRADE.

Despite additional handicaps imposed on soap manufacturers throughout the country by reason of the imposition of an embargo on all soaps and fats to foreign countries other than the Allies, manufacturers in general report that business has been progressing at a satisfactory rate. Whatever loss of business has resulted from the embargo declared against shipments to Italy, Greece, Norway and Sweden, has been made up from heavy purchases by the United States Government.

Purchases by the government include practically all varieties, but as we go to press we learn of the placing of an order by the United States Government for 8,000,000 one ounce cakes of individual soaps. Taken in conjunction with the previous heavy purchases of soaps for general laundry purposes and soaps for clothing and saddle purposes, the total requirements for Government needs have indeed bulked large. It is also learned that cable inquiries are now in the market from Europe for upwards of 2,000 tons of ordinary washing soap, so that indications point to the fact that the majority of manufacturers will have their hands full caring for these requirements.

The status of the raw material market for soap manufacturers has been one of grave and serious import. Faced by the highest raw material prices in history the trade has been reluctant to advance values beyond the point where legitimate consumption might be checked. The action of tallows has, however, been such as to warrant the belief in leading manufacturing circles that before the close of the current year a level of 25 cents per pound will have been attained. This would compare with the existing spot quotation of 16½¢. Europe, as is well known, is virtually bare of fats. The anticipation that the close of the war is not many months away has led to the general conclusion that available supplies of tallows and fats will be cleaned up in a very few weeks in the event of peace, and the only development which would check the impending inflation of prices would be fixing of a definite quotation by the United States Government.

While no further actual advances have been named by the leading soap manufacturers since late spring the feeling in the soap trades is that due to the outlook for still higher raw material costs prices will again have to be readjusted upward to conform with increased producing costs. However, there are a good many uncertainties in the situation and there are few who care to prognosticate the trend of prices for the finished product during the next few months. In the majority of instances it is known that manufacturers have been backward in committing themselves on contracts beyond 1918.

The actual condition of business has improved to an

extent and it is noteworthy that inquiries are now coming in more freely from domestic users. As regards the export trade, the principal topic for discussion has been President Wilson's embargo on soaps and soap powders. Thus far there has been no great difficulty in obtaining licenses for exportation, the principal cause for dissension having been in the long delays which have been encountered in procuring these permits. The expectation is that this situation will readjust itself as the trade familiarizes itself with the new methods of conducting export trade. In the meanwhile it is noteworthy that there have been no great accumulations, despite the great impetus which has been lent to rate of soap production by the heavily increased output of glycerine which continues to go into consumption as fast as turned out.

As regards the course of raw material prices, soap makers are now focusing their attention on the situation created by the declaration of an embargo on olive oil by Italy. Already Spain had placed a ban on the exportation of this most essential of the vegetable oils utilized by the soap manufacturing industry. Olive oil is now selling 200 to 300 per cent higher than its normal figure, an advance to \$2.25 having been named on the "yellow" within the interval of a fortnight. Well informed interests anticipate a steady rise until a level of \$3.50 or \$4.00 per gallon is attained.

Few outside of the circle of heavy consumers realize what bearing the dearth of olive oil will have on the soap industry. Its most important usage is in the production of castile soap. The domestic output of this soap has been gaining by leaps and bounds each year until the point has been reached where practically every important soap manufacturer in the country devotes part of his energy towards turning out castile soap. Italy, long recognized as the stronghold of castile soap production, has long since been overtaken by our own manufacturing activity in this direction and we are now producing more castile soap than we import. The outlook is somewhat obscured now, however, by the jump in olive oil prices and manufacturers of castile soap are faced with the proposition of either cheapening their product, or advancing their wholesale price commensurate with increased crude material. The latter course, it is feared, might result in choking off demand, due to the prohibitive figures which would have to be named.

While reports have constantly been emanating from various quarters regarding the considerable increase in soap production in this country since the war, it is generally recognized that consumption has also been on the increase. It is still an open question in many quarters whether soap manufacturers have actually split even as regards increased profits from glycerine contents of their product, and increased costs of chemicals, aromatic per-

fumery materials and vegetable oils and other base products. One conclusion seems clear, however, and that is that lower prices cannot be expected, while the unprecedented rise in first costs continues.

ARTICLES LISTED UNDER EMBARGO.

The Treasury Department in its instructions to collectors of customs regarding export licenses required under the President's proclamation of August 27, 1917, has issued revised and supplemented instructions which are in part as follows:—The countries affected under the revised list are the same as those enumerated in the proclamation of President Wilson, and the lists are presented in the same order, but with a number of important changes. These lists as far as they affect the soap and allied industries are as follows:

LIST NUMBER ONE.

Waxes, their products, derivatives, and substitutes, and all articles containing them.

LIST NUMBER TWO.

Glycerine, glucose, grease of animal or vegetable origin, edible or inedible grease of animal or vegetable origin, linseed oil, lard, peanut oil and butter, tallow, tallow candles and stearic acid.

Potash, potash and its salts, potassium salts.

Rapeseed oil, red oil, rosin.

Soap, soap powder, soot, stearic acid, sulphuric acid and its salts.

In the list of articles requiring a license according to the ruling of the Export Administrative Board are a number of commodities not listed by name in the list as published by the Treasury Department. These articles are given below in part:

Castor oil, cod-liver oil, potassium citrate, rosin oil, scammony resin, sensitized potash, sodium, sodium bisulphate, phosphate, sulphide, stearic acid candles, stearine candles, sulphate of soda and vaseline.

The following-named persons have been authorized to sign export licenses:

In Washington:—C. A. Richards, Morgan J. O'Brien, H. Oliphant, Harry A. Engman, H. B. Van Sinderen, J. Bernard Miller, Richardson Morris, Lewis I. Harrison, D. M. Thomas and L. L. Richards.

In New York:—P. K. Condict, G. M. Bodman.

In Boston:—Ansel R. Clark and Edson B. Browne.

In Chicago:—George W. Doonan and J. M. Bechtold.

In San Francisco:—E. G. Babbitt and S. T. Blalock.

In Seattle:—W. B. Henderson.

In New Orleans:—J. F. Ferguson and Henry C. Husson.

In St. Louis:—T. L. Gaukel.

POTASH IN GREEN SAND BEDS.

A report on the deposits of green sand in the eastern part of the United States which contain potash, prepared by the Geological Survey, shows that these deposits are immense beds of sand at or near the surface in New Jersey, Delaware and other states on the Atlantic coast. They cover many square miles, are at some places as much as 30 feet thick and carry locally a maximum of 7 per cent. of potash. The prospective value of these deposits at any place depends upon the quantity of green sand available and the ease with which it can be mined. Most of the deposits can be mined with a steam shovel or dredge.

Green sand usually consists of grains of glauconite, an insoluble silicate of potash, iron and silica (which may contain 7 per cent. or more of potash), mixed with grains of quartz and other materials. It gradually decomposes on exposure to the weather, its potash being thus slowly rendered available for assimilation by plants. It has been

used in the raw condition as fertilizer for over a hundred years, as much as 100,000 tons having been mined in a single year in New Jersey.

Though its use has proved profitable at places within easy hauling distance of the deposits, the freight rates prohibit a long haul of material containing so small a proportion of potash. The chemical and engineering problem is, therefore, to extract and concentrate the potash.

Experiments made by chemists and others give hope that some economical process of extraction will be found, and when a cheap process has been devised there will be an immediate demand for detailed information concerning the location, nature and supply of green sand. In order to meet this expected demand the Survey has prepared this report.

According to the report the best green sands are in New Jersey, running in a series of broad belts from Sandy Hook Bay southwestward across Monmouth, Ocean, Burlington, Camden and Gloucester counties into Delaware, where they are abundant as far south as Middletown. Other less valuable deposits occur in Maryland, Virginia, North Carolina, Arkansas and Texas, and probably other Southern states may contain similar deposits.

The best of this sand will carry about 6.3 pounds of potash to the cubic foot, or about 75,000 tons for each square mile of sand 1 foot thick, or 1,500,000 tons for each square mile of a 20-foot bed. A bed of that thickness carrying 5 per cent. of potash should contain more than 1,000,000 tons of potash to the square mile and should also carry about 4,500,000 tons of iron and possibly 500,000 tons of phosphoric acid. To utilize these constituents is a problem in chemical engineering; to measure the raw material is the simpler problem in practical geology.

The paper also describes the methods of analysis of green sand, especially a new method worked out in connection with this study. It is published as United States Geological Survey Bulletin 660-B.

Potash from Kelp in British Columbia.

The International Chemical Co. is installing a plant on the Queen Charlotte Islands, reports a Vancouver correspondent, for the fourfold purpose of manufacturing potash from kelp, the extraction of oil from fish, the making of fertilizer and the distribution of edible fish. The plant, which is controlled by Chicago and Cleveland capital, is expected to begin the handling of kelp next month, and will have facilities for handling a thousand tons of wet kelp a day. The concern has licenses from the Canadian government for the removal of kelp from the extensive beds in Cumshewa Inlet, near Moresby Islands. These beds are said to cover about ten square miles. Potash from kelp has been made in an experimental way at Sydney, on Vancouver Island.

SOAP COUPON CASE DECIDED.

The lawsuit of Robert D. Payne against the Lautz Brothers Soap Company to recover for the company's refusal to reimburse Payne for 100,000 soap wrappers which he bought from users of the firm's soap, was decided in favor of Mr. Payne in the Buffalo (N. Y.) City Court. The company declined to redeem the wrappers for the reason that Payne speculated in them and the company had stipulated that only users of the soap might redeem them. The court fixed the value of the 100,000 wrappers at \$1,000. Payne's wife and an employee have similar suits pending.

Judge Noonan filed the opinion. Mr. Payne is a stamp and premium broker, a new business, as the court expressed it, and he holds that it is a legitimate one. He also decides that the purchasers of soap can dispose of the coupons through such agencies as they see fit. It is probable an appeal will be taken.

METHODS FOR ANALYSIS OF FATS AND OILS

Report of the Committee on Editing Methods of Analysis Presented to the Association of Official Agricultural Chemists.*

(Continued from page 186, August, 1917.)

Peanut Oil

Modified Renard Test¹⁷.—Tentative.

37 Weigh 20 grams of the oil into an Erlenmeyer flask. Saponify with alcoholic potash solution, neutralize exactly with dilute acetic acid, using phenolphthalein as an indicator, and wash into an 800-1000 cc. flask containing a boiling mixture of 100 cc. of water and 120 cc. of 20% lead acetate solution. Boil for a minute and then cool the precipitated soap by immersing the flask in water, occasionally giving it a whirling motion to cause the soap to stick to the sides of the flask. After the flask has cooled, decant the water and excess of lead acetate solution and wash the lead soap with cold water and 90% alcohol by volume. Add 200 cc. of ether, cork and allow to stand for some time until the soap is disintegrated; heat on a water bath, using a reflux condenser, and boil for about 5 minutes¹⁸. In the case of oils, most of the soap will be dissolved, while in lards, which contain much stearin, part of the soap will be left undissolved. Cool the ether solution of soap to 15°-17°C. and allow to stand until all the insoluble soaps have separated out (about 12 hours).

Filter upon a Büchner funnel and thoroughly wash the insoluble lead soaps with ether. Wash the ether-insoluble lead soaps into a separatory funnel by means of a jet of ether, alternating at the end of the operation, if a little of the soap sticks to the paper, with hydrochloric acid (1 to 3). Add sufficient hydrochloric acid (1 to 3) so that the total volume of the latter amounts to about 200 cc. and enough ether to make the total volume of it 150-200 cc. and shake vigorously for several minutes. Allow the layers to separate, run off the acid layer, and wash the ether once with 100 cc. of dilute hydrochloric acid and then with several portions of water until the water washings are no longer acid to methyl orange. If a few undecomposed lumps of lead soap remain (indicated by solid particles remaining after the third washing with water), break these up by running off almost all the water layer and then add a little concentrated hydrochloric acid, shake and then continue the washing with water as before. Distill the ether from the solution of insoluble fatty acids and dry the latter in the flask by adding a little absolute alcohol and evaporating on a steam bath. Dissolve the dry fatty acids by warming with 100 cc. of 90% alcohol by volume and cool slowly to 15°C., shaking to aid crystallization. Allow to stand at 15°C. for 30 minutes. In the presence of peanut oil, crystals of arachidic acid will separate from the solution. Filter, wash the precipitate twice with 10 cc. of 90% alcohol by volume, and then with 70% alcohol by volume, care being taken to maintain the arachidic acid and the wash solutions at a definite temperature in order to apply the solubility corrections given below. Dissolve the arachidic acid upon the filter with boiling absolute alcohol, evaporate to dryness in a weighed dish, dry and weigh. Add to the weight 0.0025 gram for each 10 cc. of 90% alcohol used in the crystallization and washing, if conducted at 15°C.; if conducted at 20°C., add

0.0045 gram for each 10 cc. The melting point of arachidic acid thus obtained is 71°-72°C. Twenty times the weight of arachidic acid will give the approximate amount of peanut oil present. Arachidic acid has a characteristic appearance and may be identified by the microscope. As little as 5-10% of peanut oil can be detected by this method.

Sesame Oil.

38 Baudoin Test.—Official.

Dissolve 0.1 gram of finely powdered sugar in 10 cc. of hydrochloric acid (sp. gr. 1.20), add 20 cc. of the oil to be tested, shake thoroughly for a minute and allow to stand. The aqueous solution separates almost at once and, in the presence of even a very small admixture of sesame oil, is colored crimson. Some olive oils give a slight pink coloration with this reagent. Comparative tests with known samples containing sesame oil will differentiate them.

39 Villavecchia Test¹⁹.—Official.

Add 2 grams of furfural to 100 cc. of 95% alcohol by volume and mix thoroughly 0.1 cc. of this solution, 10 cc. of hydrochloric acid (sp. gr. 1.20), and 10 cc. of the oil by shaking them together in a test tube. A crimson color is developed as in the Baudoin test, 38, where sugar is used.

Villavecchia explained this reaction on the basis that furfural is formed by the action of levulose and hydrochloric acid and therefore substituted furfural for sucrose. As furfural gives a violet tint with hydrochloric acid it is necessary to use the very dilute solution specified in the method.

Beef Fat in Lard.

40 Emery Method²⁰.—Tentative.

Weigh 5 grams of the melted fat into a glass-stoppered 25 cc. cylinder about 150-175 mm. in height. Add warm ether up to the 25 cc. mark, stopper securely and shake until the fat is completely dissolved. Allow the cylinder to stand for about 18 hours at a temperature of 16°-20°C. during which time some of the solid glycerides will crystallize out. Decant the clear solution carefully from the crystals, wash with three 5 cc. portions of cold ether, avoiding breaking up the deposit during the first 2 washings. Agitate the crystals with the third portion of ether and transfer to a small filter. Wash on the paper with successive small amounts of cold ether until 15-20 cc. have been used, then remove the last traces of ether by means of slight suction on the stem of the funnel. Break up any large lumps and allow the deposit to dry.

When thoroughly dry pulverize the glycerides and take their melting point in a closed 1 mm. tube, using an apparatus similar to that indicated in 11, Fig. 12. (See page 121, June issue of the AMERICAN PERFUMER.) Heat the water in the beaker rapidly to about 55°C. and maintain that temperature until the thermometer carrying the melting-point tube registers 50°-55°C., then heat again and carry the temperature of the outer bath somewhat rapidly to 67°C. when the lamp is removed. The melting point of the crystals is regarded as that point when the fused substance becomes perfectly clear and transparent. A dark

*From the Journal of the Association of Official Agricultural Chemists.

background placed about 4 inches from the apparatus will prove of advantage. When the melting point of the glycerides obtained by this method is below 63.4°C., the presence of beef fat should be suspected, while the melting point of 63°C., or below, can be regarded as positive evidence that the sample is not pure lard. It is advisable to carry out this method with a control sample of pure lard in connection with each batch of samples analyzed.

Fish Oil and Marine Animal Oils in the Presence of Vegetable Oils and in the Absence of Metallic Salts.

41 Qualitative Test.—Tentative.

Dissolve in a test tube about 6 grams of the oil in 12 cc. of a mixture of equal parts of chloroform and glacial acetic acid. Add bromin, drop by drop, until a slight excess is indicated by the color, keeping the solution at about 20°C. Allow to stand 15 minutes or more and then place the test tube in boiling water. If vegetable oils only are present, the solution will become perfectly clear, while fish oils will remain cloudy or contain a precipitate due to the presence of insoluble bromids.

Coloring Matters.—Tentative.

Proceed as directed under XI, 3.

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- ¹⁰ U. S. Bur. Animal Industry Circ. 212.
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- ¹⁷ Compt. rend., 1871, 73: 1330; Lewkowitsch, Chemical Technology and Analysis of Oils, Fats and Waxes, 5th ed., 1913-15, 2: 310.
- ¹⁸ J. Am. Chem. Soc., 1893, 15: 110.
- ¹⁹ J. Soc. Chem. Ind., 1893, 12: 67; 1894, 13: 69.
- ²⁰ U. S. Bur. Animal Industry Circ. 132.

Long Way in Hot Weather, but We Will Get There.

A British contemporary (the name of which we would like to mention, but whose consistent disregard of these courtesies and its blatant modesty forbid, in this item at least,) credits "an American contemporary," with quoting "a Consular report on the Aden soap trade under the heading 'Soap Opportunities in India.' The distance between the two places is, however, sufficient to make those who have to travel from one to the other in the hot season wish ardently it was less."

Don't worry, "Khaki," we will have the ships.

Substitute for Soap.

Karl Herxheimer, Frankfurt a/M., reports a substitute for soap made from talc, bolus, or similar silicates, with the help of a substance, such as plant mucus, a preparation can be made with the aid of a press with the appearance and form of the usual washing soap. Its cleansing action is increased by the addition of saponin.

DIFFERENTIATION OF VEGETABLE OILS.

In a paper on the serological differentiation of vegetable oils, M. Popoff and S. Konsuloff describe an effort to detect the presence of peanut or sesame oil in olive oil by the use of a sp. precipitin reaction for the oils. Five g. of peanuts or sesame seeds were extd. with 25 cc. of physiol. salt soln. This ext. was injected into rabbits (over 1 yr. old) at intervals of 5-10 days, beginning with 5 cc. and later 10 cc. After 5-8 injections the precipitins were well developed. The animals were bled after a fast of 24 hrs. and the serum was kept sterile. The precipitins thus obtained were added to exts. of peanuts or sesame seeds (in various dilns.) and also to emulsions of the oils in the proportion of 1 cc. ext. and 0.1 cc. serum, and the reaction noted after 12 hrs. Pure olive oil gives no reaction. Mixts. of olive and peanut or sesame oils show a reaction, as well as exts. of the latter in dilns. from 1:10 up to 1:1000. The pptg. strength of the serum weakens with the length of time elapsing between the injections and the use of the serum, but may be increased by new injections. The results are only qual. but 10 per cent peanut or sesame oil in olive oil was detected. Only such oils give the reaction as were obtained by pressing or extn. under 65 degrees.

FRENCH OIL AND SOAP COMMITTEE.

A French presidential decree, dated July 13, appoints a committee to examine questions relating to the trade in, and industrial use of, oils, fats, soaps, etc., and their products and by-products. The committee, which is known as Comité des Matières Grasses, will ascertain, co-ordinate, and control the requirements of the State and of the public, and the means of meeting these requirements, and its functions include questions of priority in regard to purchase, transport, and manufacture in France and abroad, and of imports and exports of the goods in question, and accumulations of stocks. In the case of goods included in the lists contained in decrees to be issued by the Minister of Commerce, the functions, in regard to import prohibitions, conferred by Article 3 of the Decree of March 22 on the Comité des Dégagements aux Prohibitions d'Entrée, are permanently delegated to the Comité des Matières Grasses. This Committee is also empowered to advise on applications for export licenses submitted to the Commission des Dégagements aux Prohibitions d'Exportation.

NEW VEGETABLE WAX FROM ECUADOR.

(Consul General Frederic W. Goding, Guayaquil)

From prehistoric times the Indians of Ecuador have utilized a wax found on certain species of tall palms for making candles. This wax occurs on the tree trunks in granular form, each tree furnishing about 50 pounds. The trees grow in great numbers on the mountains along the coast. Samples of this wax were sent to France and Germany, from which countries favorable reports and an offer of 19.5 cents a pound were received, but the war terminated further negotiations. One chemist asserted that it could be used in the manufacture of explosives.

The interested people, with previous notice to enable them to complete the necessary preliminary arrangements, are in a position to deliver 15 to 20 tons, or even more, each month at a price below that of beeswax. Two crude samples accompany this report, presented by a Guayaquil firm. American dealers in wax can correspond with this firm direct. Its address and a small sample of the wax (so long as the supply lasts) may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., by referring to file No. 92547.

NOTES ON THE SPLITTING OF CASTOR OIL

Paper read by Mr. R. O. Jones, before the Liverpool Branch of the Society of Chemical Industry, 1917

(Continued from page 188, August, 1917.)

In the case of ordinary fats and oils, the splitting effect increases with time and if the results are plotted a curve of the type shown in Fig. I is obtained. The rate of hydrolysis is slow at the start up to the point of inflexion A. This is probably due to the influence of free fatty acids upon the interfacial tensions between the oil and water phases. A lowering of the tension aids the formation of an emulsion, thereby creating an increased surface contact between the oil and water, and this effect is obtained after the production of a small percentage of fatty acids. The hydrolysis then proceeds quite normally, the rate of splitting decreasing as it approaches 100 per cent.

In the case of castor oil, the results which are tabulated below show the anomalous character of the hydrolysis.

Time.	% Free fatty acids calculated as ricinoleic acid.		
	A.	B.	C.
After 6 hours.....	54.4	55.0	55.3
After 12 hours.....	55.2	55.8	61.3
After 18 hours.....	61.6	62.0	61.9
After 24 hours.....	48.5	50.0	44.5

Batches A and B are the same oil—C is a different oil

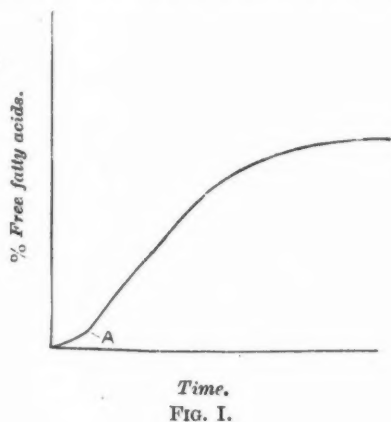


FIG. I.

The results when shown graphically have the general form represented in Fig. II.

In this case it is obvious that secondary reactions tending to lower the acid value have taken place.

The product during "twitchelling" had darkened slightly. It was but partially soluble in cold alcohol, but totally soluble in hot alcohol. The insoluble portion dissolved readily in petrol ether. Both portions, however, were acidic and titrated readily to a definite end point in a petrol ether-alcohol mixture.

On boiling away these solvents and dissolving the soaps in water, there was no indication of the presence of either unsaponifiable substances or substances saponified with difficulty.

The twitchelled product gave the following constants:

Iodine value	88.83
Free fatty acids (calculated as castor oil fatty acids).....	44.5%
Equivalent weight (by titration).....	669.6

Saponification value	195.5
Glycerin content	0.1%

Saponification with alcoholic potash reproduced fatty acids having the same constants as the original ricinoleic acid. The change, however, could not be brought about

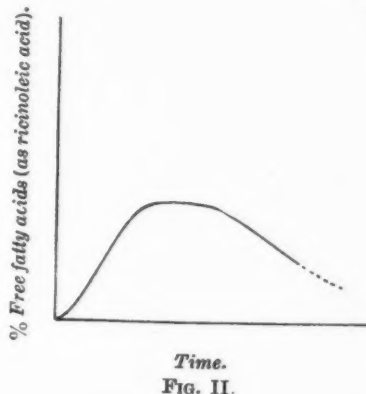


FIG. II.

with aqueous caustic soda. It is obvious, therefore, that they are fairly stable acids.

We shall return to a discussion of the probable products formed when the results of the splitting by the "autoclave" method have been indicated.

(2) This is a method adopted for the rapid production of fatty acids and consists in heating the oils or fats under steam pressure in the presence of small proportions of bases such as lime, magnesium oxide, or zinc oxide and zinc. In our case the splitting was effected under 200-lb. pressure per square inch, in the presence of 0.75 per cent. zinc oxide and 0.25 per cent. zinc. With most oils the splitting is practically complete (98-99 per cent.) within 1½-2 hours.

The results given below are typical of those obtained in the case of castor oil:

Time.	% Fatty acids as ricinoleic acid.
1 hour	75.7
2 hours	69.1
3 hours	58.1
4 hours	56.0
5 hours	55.6
6 hours	55.3
7 hours	54.0
8 hours	52.9
9 hours	51.0

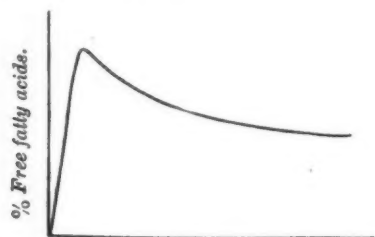
These are represented graphically in Fig. III. The general form of the curve obtained is seen to resemble closely the one obtained by "twitchelling." There is one difference obvious. In the autoclaving the system approaches an equilibrium when an apparent splitting of 50 per cent. has taken place, whereas in the "twitchelling" curve the equilibrium point, though not actually determined, is much below this figure. In one case the percentage of fatty acids was reduced as low as 33 per cent.

The product obtained possessed a much darker color than the twitchelled product. It was partially soluble in

alcohol, almost entirely in petrol ether, leaving a small proportion of a semi-solid mass.

The alcohol-soluble portion was a light colored viscous liquid similar to castor oil and which readily titrated to a definite end point. The ether-soluble portion was a deep-red colored fluid of high viscosity. This substance proved to be the iron salts of acids of equivalent weight 917.6, the color being entirely due to the presence of iron derived from the autoclave. The acids derived from these salts were of a good color. It should be noted that substances of a lactone or lactide constitution could not be isolated from this portion.

All these acids could be reconverted into the original ricinoleic acid by means of alcoholic potash. This proved impossible in aqueous solution.



Time.
FIG. III.

The following are the constants for the original castor oil and the several products:

	Original castor oil.	Autoclaved mixture.
Acetyl value	171.0	70.8
Saponif. value	175.8	192.6
Iodine value	83.6	88.0
Free fatty acids (as ricinoleic acid).	6.0%	51.0%
Glycerin content	—	0.05%
		Alcohol-soluble acids.
		Acids derived from iron salts.
Saponif. value		191.4
Iodine value		87.7
Free fatty acids as ricinoleic acid		63.0%
Equivalent weight		476.7
		88.5
		32.7%
		917.6

The results have also been tabulated in Table I for comparison with the theoretically possible products.

An examination of these figures makes the following conclusions obvious:

1. The iodine values have scarcely been affected and therefore the changes in the fatty acids are not to be attributed to the unsaturated carbon linkages.

2. The reduction in the acetyl values indicates that the phenomena are due to a condensation of some form in which the hydroxyl group take part.

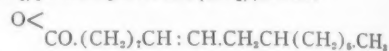
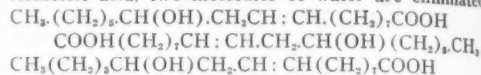
3. The reduction in the acid values can therefore only be due to a combination of a hydroxyl and a carboxylic group with the splitting off of water.

We can therefore dispose of the formation of the first six theoretically possible condensation products as highly improbable, and if formed they can be present but to a small extent.

Similarly the isolation of stable lactones or lactides was not found possible. The titrations at all stages were exceedingly sharp and it is concluded that these also are not formed.

The constants of the products prove definitely the

presence of the so-called polyricinoleic acids, that is, the ester acids, both in the twitchelled and autoclaved products. These acids are formed by the elimination of a molecule of water from a hydroxyl group of one molecule and the carboxylic group of another. Thus in the case of tricinoleic acid, two molecules of water are eliminated.



The acids may be represented by the general formula:



It has been previously pointed out that condensation of the fatty acids proceeded during autoclaving as far as 50 per cent. at this point the system approaching equilibrium, whilst during twitchelling, the apparent fatty acid content was reduced as low as 33 per cent. This is exactly what would have been expected, since the conditions during autoclaving, carried out under steam pressure, are adverse to the splitting of water.

No attempt was made to isolate the several polyricinoleic acids. It is, however, evident that acids at least as high as the tetra acid were formed, as those isolated from the iron salts had an equivalent value of 917.6. These higher acids were found to be very slightly soluble in alcohol, whilst the lower acids were readily soluble, thus confirming the observations of Rassow.

The conclusions arrived at concerning the splitting of castor oil can be summarized thus:

1. The hydrolysis of the castor oil, both by means of Twitchell's saponifier and also by the autoclave process, is practically complete, as is shown by the percentage of glycerol left in the products obtained.

2. The apparent low yield of free fatty acids is due to the formation of ester-acids, the so-called polyricinoleic acids, by the condensation of the ricinoleic acid molecules.

This work was primarily of a private nature, and I wish to express my gratitude to Messrs. Lever Brothers, Limited, and especially to Mr. J. Gray, as director, for their permission to publish these results.

Keep Up Good Work for Soap Industry.

(From Mione Mfg. Co., Soaps, Collingdale, Pa.)

We are very much pleased with the PERFUMER's entire contents and especially the section pertaining to the Soap Industry. We look forward to each issue with pleasure and take plenty of time to read it through. Keep up the good work.

Milled Soaps Filled with Talc or Kaolin.

These soaps are made with potash as a base and are filled up to 100% and colored. It is necessary to add moisture in mixing in the filler and a 10° Bé. K_2CO_3 solution is added in sufficient amount. This also serves to help the lather.—J. Schaaf in *Seifenfabrikant*.

Rash-er of Bacon in Toilet Soap.

A quantity of bacon which had gone bad has been sold to soap factories. If used for toilet soap, will it produce a rash-er?—*Oil and Color Trades Journal*.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

ready there has been a movement towards the substitution of cotton seed oil for olive oil among leading packing circles.

Heavy Chemicals.

The precipitate jump in the quotation for caustic soda from \$8.12½@8.25 per 100 pounds to a basis of \$10.00 per hundred-weight minimum furnished the chief topic for discussion in heavy chemicals circles during the interval under review. This was brought about largely by the covering of September shorts as well as government inquiries and increased miscellaneous inquiries which have taxed productive capacity to the utmost. The future position of this product is still shrouded in mystery due to the fear that the government will requisition supplies, and this feeling of uncertainty is gaining since fixing of prices by the government has been general, and since rumors have been gaining credence that the end of the war may not be many months away.

The position of sulphuric acid has become even more uncertain due to the shortages in the supply of pyrites. Spot quotations for 60 degrees acid remain at \$25.00 on a tank car basis, but for the 66 degrees acid \$32.00 per ton is being generally asked. Producers and the general trade are awaiting some action of the government towards the fixing of a minimum quotation. Meanwhile the acid works are busy meeting requirements outside of the fertilizer trade. The position of caustic potash is unchanged, 82@85c per pound being asked for the 88 to 92 per cent.

SOAP IN THE DOMINICAN REPUBLIC.

A report has just been issued of the Dominican Customs Receivership for the calendar year 1916. It contains items of interest to the American soap industry. In the year the republic imported \$101,543 worth of grease, resins and caustic soda for the manufacture of soap, a decrease of \$22,000 from the previous year. Practically all was imported from the United States and Porto Rico, mostly the former.

Imports of soap in the year were: From the United States, \$129,028; United Kingdom, \$12; France, \$913; Spain, \$878; Cuba, \$4; Porto Rico, \$1,443; other countries, \$170; total, \$132,448. This was a total increase over 1915 of \$22,348, all of the gain going to the United States.

Market for American Soap in Mexico.

Vice Consul William P. Blocker, Piedras Negras, Mexico, says the Japanese Commercial Club at that place wants to hear from American manufacturers of white laundry soaps, something that can be sold at retail for 5 cents per bar, American currency. If proper prices can be arranged, it is the desire of the members to purchase 1,000 cases of soap, 100 bars to the case.

Japan's Glycerine Production Grows.

Since the outbreak of war the production of glycerine in Japan has shown a remarkable development, the Japanese government having granted pecuniary aid to manufacturers. There are now several large concerns in operation, one of which is producing about 300 tons monthly.

French Rosin Export Concession Withdrawn.

A ministerial order of September 5, reported in a cablegram from the American consul general at Paris, abrogates the permit of February 12, 1915, to export rosin and colophony to the usual allied and American countries.

Making Glycerine in Kentucky.

Louisville Soap Co., of Louisville, Ky., has about completed its new glycerine manufacturing plant.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

OUR FOREIGN SOAP AND GREASE TRADE.

Government statistics are now available giving a summary of our foreign trade in materials connected with the soap industry. The following items are of chief interest:

	IMPORTS.	
Soaps—	1916.	1917.
Castile, lbs., dut.....	3,196,640	2,428,993
All other	\$281,954	\$280,577
Glycerine, crude, lbs., dut.....	10,621,403	4,122,410
Grease and oils, n. e. s.—		
Sulphur oil or olive foot, lbs., free.....	12,680,294	11,917,551
All other, lbs., free.....	12,437,739	8,597,099
All other, lbs., dut.....		377,434
Potash—		
Carbonate of, lbs., free.....	2,118,287	4,499,540
Hydrate of, containing not more than 15 per cent. of caustic soda, lbs., free....	43,970	68,095
Oil—Vegetable—Expressed—		
Chinese nut, gals., free.....	4,968,262	6,864,110
Cocoa butter and substitutes, lbs., dut..	400,371	166,172
Cocunut, lbs., free.....	66,007,560	79,223,398
Cottonseed, lbs., free.....	17,180,542	13,703,126
Peanut, dut., gals.....	1,475,123	3,026,188
Rapeseed, gals., dut.....	2,561,244	1,084,905
Soya bean, lbs., free.....	98,119,695	162,690,235
All other, free.....	\$49,162	\$60,716
All other, dut.....	\$453,451	\$413,674
Olive, fit only for manufacturing, gals., free.....	884,944	651,018
Olive, edible, gals., dut.....	7,224,431	7,533,149
Palm, lbs., free.....	40,496,731	36,074,059
Palm kernel, lbs.....	6,760,928	1,857,038
Oleo stearine, lbs., free.....	910,478	1,113,278
	EXPORTS.	
Soap—		
Toilet or fancy.....	\$2,610,481	\$2,122,624
All other, lbs.....	75,548,686	73,049,219
Spermaceti and spermaceti wax, lbs.....		47,780
Tallow, lbs.....	16,288,743	15,256,844
Stearine, from animal fats, lbs.....	13,062,247	12,936,357
Vegetable, lbs.....		1,321,773
Grease—		
Soap stock and other.....	\$3,156,568	\$3,405,152
Oil—		
Animal—		
Lard, gals.....	421,969	331,269
Vegetable—		
Corn, lbs.....	8,967,826	8,779,760
Cottonseed, lbs.....	266,512,057	158,985,642

Analysis of Edible Oils and Fats in Argentina.

By a decision of February 26, 1917, it is provided that all edible oils and fats imported into Argentina must be subjected to an analysis by the national chemical laboratories before they are cleared through the customhouses. The presentation of a certificate from the laboratories, certifying to the edible nature of the oils and fats, is made a condition for customs clearance. The fees for analysis are \$2.12 for each 2,500 kilos or fraction thereof.

German Soap Materials Prohibition.

Information has just been received here that beginning July 1, 1917, the transit through German to Austria of resins, stearic acid, palmitic acid, and similar materials for the manufacture of candles, soap, fixed oils, spirit, lacvarnishes, and glue has been prohibited, together with that of oilseeds, nuts, animal fats, by-products of oil-pressing, margarine, vegetable tallow, etc.

Reorganizing Sapon Soap Company.

Sapon, Ltd., manufacturers of a patent soap, is being reconstructed, according to London advices, with a view to the provision of fresh working capital. A new company is to be formed called Sapon Soaps, Ltd., with a capital of £200,000, divided into 100,000 cumulative 7 per cent participating preference shares of £1 each and 500,000 ordinary shares of 4s each.

Making Soya Bean Oil in South.

Wilson & Lillington cotton oil mills, owned and operated by the Farmers' Cotton Oil Company, North Carolina, have been crushing soya beans imported from Manchuria to the amount of 3,000 long tons. This is the first shipment of foreign grown soya beans ever received in North Carolina.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

Although the lard market in Chicago has reached record prices, yet such fat stocks as tallow have not kept pace with the advance and N. Y. Special grade, which touched 16½c. per lb., recently, declined on other sales to 16¼c. and to the latest price of 16c. made end of last week, since which time there has been no further trading, with the market dull and buyers determined to hold off and secure their supplies for less money. The situation is again becoming perplexing, and the co-related value of fat stocks out of gear and proportion.

With lard at practically 24c. per lb. in Chicago, and cotton seed oil at 17c. per lb. for the September option in New York, tallow selling at 16c. would seem to be at a disproportionate ratio with the other fat stocks.

Considerable quantities of South American Tallow are steadily being taken here for forward delivery, with the latest sales at 16½c. per lb. ex vessel New York and with the likelihood that the steady inflow of South American Tallow will continue and thereby give the local users a more independent feeling, although a good share of these importations has been for Western account, the material being shipped promptly to the middle west after its arrival here.

The glycerine situation is very strong and as most soap manufacturers have accustomed consumers to a higher cost for soap, it would appear that in conjunction with glycerine values, the soap maker is better off paying the prevailing prices for tallow, as compared with the conditions prevailing last year, at which time tallow was higher and glycerine lower, and soap prices had not been advanced sufficiently to counter-balance the increased cost.

Through economy and for other reasons, the production of beef tallow has not been even as much as last year, and still less than several years ago; and with adverse factors, such as the governmental embargo against exports, tallow is relatively steady and the production may be so light that unless something unforeseen comes, present prices are likely to prevail, with at least the possibility of an enhancement.

TOBIAS T. PERGAMENT.

September 19, 1917.

GLYCERINE.

Specially Written for This Journal by W. A. Stopford.

There has been rather free buying of dynamite, during the past month, on the part of domestic consumers. Export business has been light. The price has advanced to 65c., at which figure a round quantity changed hands, for delivery over the balance of the year. Today there are no sellers below 66c. and it is questionable if much could be secured at that limit. *Chemically pure* has lagged, but the minimum quotation has today been raised from 64c. to 65c., in drums, and 66½c., in cans. The scarcity of crude will likely cause refiners to turn their attention to dynamite, as they have done in the past, in which case higher prices, all around, will result. Glycerine has been put on the government "conservation list" and this will

hamper export trading; however, new export business, as we have said before, has not been a factor in the market, for the past month or so. Present indications point only to higher prices, principally because of the very limited quantity which will be obtainable for the next few months.

Vegetable Oils.

The chief item of interest in the vegetable oil situation has been the continued heavy inquiry for coconut oil to be exported to Europe. Considerable tonnage has been negotiated, the intention being to consummate more of this business in the near future. A reaction has taken place in the market for copra and this has brought out a moderate concession in spot coconut oil of Ceylon grade as crushers have desired to either resell the copra and take profits, or to make certain inducements in other directions for large sized contracts. This condition is likely to continue for the next few weeks, as many of the more important soap manufacturers have covered their requirements of Ceylon grade oil during the past thirty days from arrivals at the Pacific Coast.

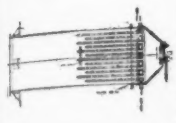
The disparity of prices between coconut oil in New York and the prices for lard has been viewed with increasing interest, but the explanation lies in the fact that the immense quantities of copra that have been imported at Atlantic and Pacific ports have been converted into coconut oil and sold to large soapmakers with running contracts until many of them are covered up to next March. The situation in palm oil has continued to rule strong owing to the existence of the British embargo. A considerable quantity of palm oil has also been sunk in transit and this has produced a stronger market.

An absolute embargo exists on olive oil from Spain which government has extended the embargo to include by-products of olive oil. It is probable that a level of \$2.50 will be attained on olive oil in consequence and before the first of the year the consuming trade may have to drop down to the edible oil for their requirements. Al-

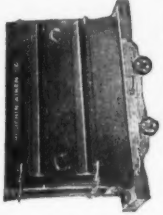
(Continued on page 219.)

SOAP MATERIALS.

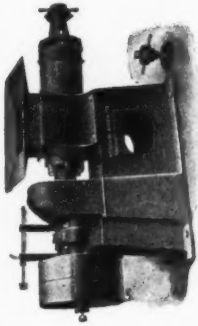
Glycerine, C. P., 64@65c.
Dynamite, 66@70c.
Crude, soap lye, 80 per cent. loose, 48@49c.
Saponification, 80 per cent. loose, 53@54c.
Castor Oil, 24@27c.
Coconut, Cochín, nom.; Ceylon, nominal.
Coconut oil, domestic Cochín, 18@18½c.; domestic Ceylon, 16½@17c.
Corn, crude, 15½@16c., nominal.
Cottonseed, crude, tanks, \$1.05; refined, \$1.60.
Olive, denatured, \$2.00@2.10; prime foots, 22@25c.
Palm, Lagos, 19½c.; red prime, 19c.
Palm oil, domestic, 18½@19c.
Peanut, \$1.30@1.35.
Soya bean, 14½@15c., nominal.
Tallow, special loose, New York, 16¼c. asked; tallow, city, 16¾c. asked; grease, yellow, 14@15c.; brown, 12¾@13¼c.
Chemicals, etc., Borax crystals and granular, 8@8½c.
Caustic potash, 88 to 92 per cent., 82@85c.
Caustic soda, 76 per cent., \$9.85@10.00 per 100 pounds.
Carbonate potash, calcined, 80 to 85 per cent, 60@70c.
Red oil, saponification, 14½@15c.
Salt, common, fine, \$1.08@2.10.
Soda ash, 58 per cent., \$3.75@4.00 per 100 pounds.
Soda silicate, "iron free," 3½@4½c.
Sulphuric acid, 60 degrees, \$25@32 per ton.
Starch, pearl, \$2.85@2.91; powdered, \$2.90@3.
Stearic acid, single pressed, 24c.
Stearic acid, double pressed, 25½c.
Stearic acid, triple pressed, 26c.
Zinc, oxide, American, 11½@15c.
Rosin, water white, \$8.35 per barrel.
Rosin, window glass, \$8.05 per barrel.
Rosin, Nancy, \$7.80 per barrel.
Rosin, Mary, \$7.00 per barrel.
Pine oil, sweet, white, 69@71c.



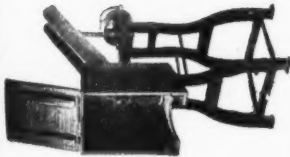
ACME Remelter.



STANDARD Soap Frame.



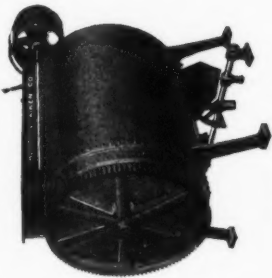
IDEAL Amalgamator.



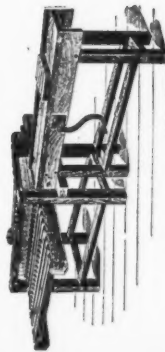
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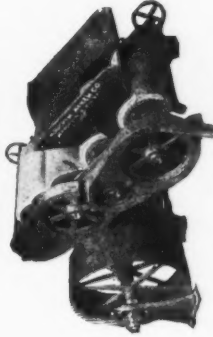
GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled

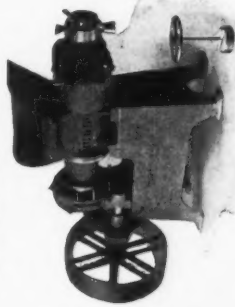
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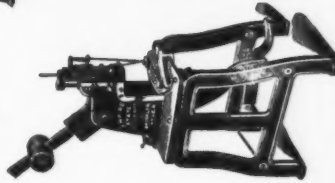
TYPE "F" Plodder.



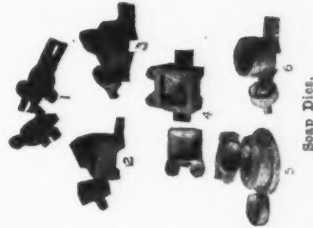
2", 3- and 4-Roll Soap Mills.



4", 6", 8- and 10-Inch Screw Soap Plodder.



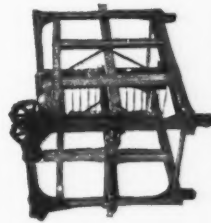
EMPIRE STATE Soap Press.



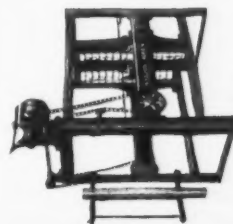
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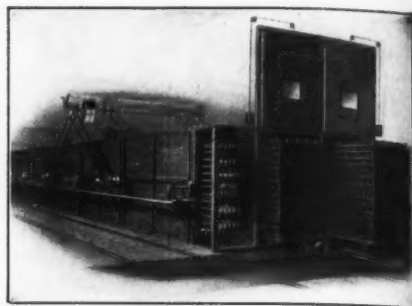
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On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free to advertisers and subscribers, to all others 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

BUSINESS OPPORTUNITIES

WANTED—Manufacturing equipment consisting principally of mixers, sifters, bolting machines, steam jacketed kettles, gravity filters, etc. State make, condition and price in first letter. Address Bliss Laboratories, 388 Broadway, New York.

FOR SALE—Perfume formulas by the late old master, Mr. B. D. Baldwin. Address B. O. No. 463, care of this journal.

IF YOU WANT to advertise and sell your goods in Cuba, write me today. I shall see to it that your ads are read by the people who need your goods and word them in an appropriate way to interest them. I can also become your selling agent for the Island. References exchanged. Mr. P. de Castro, Rayo 25, Habana, Cuba.

HELP AND SITUATIONS WANTED

WANTED—A reliable firm to take up the agency (for part of the country west of Mississippi River only) for a line of high grade perfumery. Address H. W. No. 461, care of this journal.

PERFUMER WANTED as salesman. We have an opening for a progressive young man who knows something about perfume raw materials and their compounding, who is of good address and appearance, and who has ambition to get out of the laboratory and enter active business life. Address in full confidence H. W. No. 462, care of this journal.

FIRST CLASS PERFUMER and toilet soap maker who has obtained his experience in the best factories in Germany and France, also in this country, is open for a position. Address S. W. No. 452, care of this journal.

POSITION WANTED by a superintendent of all grades of soaps. Understand the splitting of all fats and distillation. A practical glycerine man on recovery and refining. Knowledge of chemistry. Address S. W. No. 441, care of this journal.

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CHEMIST. Widest experience here and abroad in manufacturing perfumes and toilet articles, able to build up complete new line and revise old formulas and packages desires to connect with reliable concern. Address S. W. No. 453, care of this journal.

WANTED young man of some experience in the manufacture of synthetics as assistant in making linalyl acetate, terpinyl acetate and geraniol. Salary \$25 per week to start. Address H. W. No. 460, care of this journal.

WANTED assistant perfumer in large New York factory. Must have had at least six months' experience and understand the manufacture of cold cream. Address H. W. No. 455, care of this journal.

PERFUMER AND TOILET GOODS CHEMIST desires permanent position with progressive manufacturer. 15 years' practical experience. Address S. W. No. 448, care of this journal.

POSITION WANTED by experienced and competent soap maker. Address S. W. No. 439, care of this journal.

WE ARE LOOKING for an able man to visit manufacturing perfumers with a line of Essential Oils and Synthetics. We will consider only an experienced, conscientious man who has some trade already. Satisfactory references. State also expectations. Address H. W. No. 457, care of his journal.

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Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



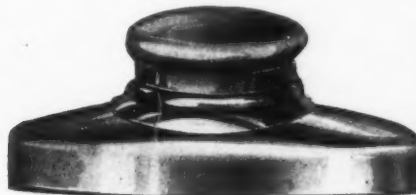
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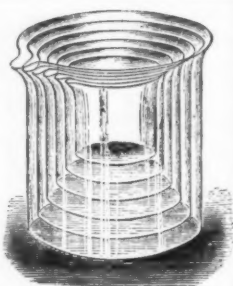
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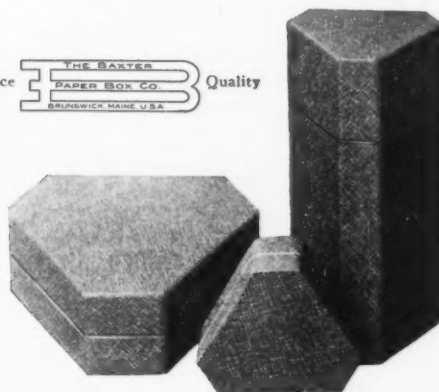
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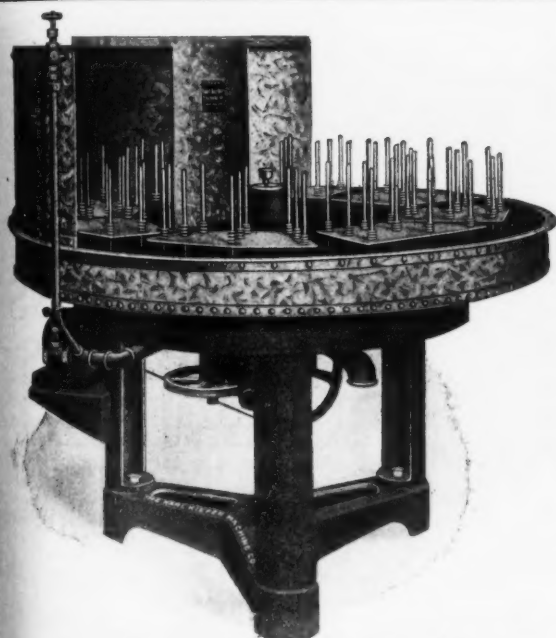


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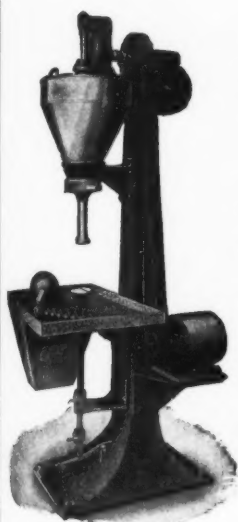
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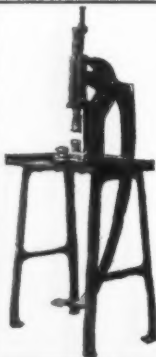
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